



United Way of Ajax-Pickering-Uxbridge

Closing Date: March 9, 2010

Posting: Campaign Director (Contract position)

United Way of Ajax-Pickering-Uxbridge is an incorporated non-profit charity focused on supporting the healthy development of our community. Our mission is to improve lives and strengthen the communities of Ajax, Pickering and Uxbridge by inspiring people to make a difference. In addition to running an annual fundraising campaign to support a vital network of human and social services, we work in collaboration with people from the political, corporate, labour and social service sectors to create capacity within the communities we serve, and to build community impact.

Working Relationship:

- Reports to the Executive Director
- Leads the 2010 Campaign on behalf of United Way APU. Team includes Executives, Campaign Cabinet and any other persons/ suppliers engaged to be part of our team
- Manages internal Campaign staff

Specific Accountabilities

- Oversee the establishment of a broad Community Campaign in partnership with senior community volunteers and develop communication and public engagement strategies
- Create and implement a plan for core philanthropic programs consistent with UW mission and strategic plan
- Provide support and counsel to overall planning and delivery of marketing materials, including annual campaign materials and online tools
- Act as lead on external partnerships including major individual giving and labour campaign
- Recruit, coach and manage human resources for fundraising operations.
- Recruit, support and inspire a team of senior corporate volunteers to achieve organizational and revenue goals
- Support corporations and donors for signature United Way events, including Days of Caring, campaign kickoff, leadership and major gift opportunities and approved third party events
- Introduce and communicate meaningful corporate and citizen engagement opportunities including workplace voluntarism programs, volunteer recognition, etc.
- Manage campaign budget and expenditures controlling

Qualifications

- University education in related field or equivalent
- Excellent communication and public speaking skills
- Proven fundraising skills in Annual Campaign and workplace fundraising
- Proven management skills and ability to motivate and develop staff

- Experienced and effective in senior volunteer management
- Proven planning, organizational and analytical skills
- Profile and credibility with senior volunteers and major donors
- Excellent interpersonal, team building and organizational skills
- Experience in developing and delivering presentations/training sessions
- A minimum of four (4) years demonstrated experience at a senior leadership level
- Outcomes focused
- Track record of developing and implementing innovative business strategies
- Marketing and communications experience
- Self-confident leadership skills with ability to inspire and motivate donors, volunteers and staff
- AFP (Association of Fundraising Professionals) membership preferred
- Experience in a multi-level agency preferred
- Experience with donor and financial software; Sage Fundraising
- Ability to manage a wide range of priorities from a large group of stakeholders

The ideal applicant will be someone who thrives in a fast paced, but fun and friendly, work environment and who can handle multiple tasks and priorities with efficiency and attention to detail.

Location: **Ajax, Ontario**
Apply in confidence to: **Marcia O'Connor, Executive Director**
United Way of Ajax-Pickering-Uxbridge
230 Westney Road S
Ajax, ON L1S7J5
E-mail: moconnor@uwayapu.org

Please email your resume to Marcia O'Connor by March 9th to be considered for this opportunity.

Only those applicants selected for an interview will be contacted.