



DIGNITAS

Job Posting: Manager, Development and Communications

Location: Toronto, ON

Reports to: Executive Director

Type of contract: Full-time permanent

Anticipated start date: March 2019

Salary and benefits: \$62,500 - \$72,500 commensurate with qualifications and experience with a generous medical and health benefits package plus 4 weeks of vacation

Who We Are

At [Dignitas International](http://dignitasinternational.org/), we believe in the inherent dignity of every human being and that the right to health belongs to everyone. We work on the frontlines to deliver medical care, conduct high-impact research to strengthen health systems, and use our experience and evidence to advocate for equitable national and global health policy. Dignitas is a registered charity in both Canada and the United States with its headquarters in Toronto, Canada. For more information, please visit our website: <http://dignitasinternational.org/>.

The Charge

We are looking for an integral member to lead our Development team through the growth and rebranding of the organization. The Manager, Development and Communications will galvanize supporters and grow multi-channel annual revenue while promoting strong reporting and stewardship.

Key Deliverables and Tasks

Development

- Determine and implement stewardship strategies for existing donors
- Participate and engage with donors to support stewardship and solicitation
- Identify donors with propensity to increase their giving level and develop cultivation and solicitation strategies
- Acquire new individual donors from multi-channel fundraising programs
- Ensure all donors are appropriately acknowledged, thanked, receipted, and kept engaged

Communications

- Optimize digital marketing channels and monitor engagement strategy and campaigns

- Manage and deliver on direct marketing appeals such as direct mail campaigns, online fundraising and crowdsourcing platforms, e-blasts and corporate/foundation proposals
- Manage Google grants and SEO tactics to increase donor engagement and conversion
- Investigate new trends, innovations and opportunities in direct and mass marketing to improve donor retention and explore opportunities for acquisition efforts
- Write and bring to online publish key annual stewardship reports such as Year in Review and Annual Report

Management

- Lead on weekly inclusive Development Team meetings
- Foster a positive team culture, and build trusting, collaborative, respectful and productive internal and external relationships to deliver results
- Prepare and conduct performance reviews for direct report
- Direct and manage Digital Marketing Officer to develop and implement annual events, fundraising campaigns and program evaluation (KPI development and monitoring)

Qualifications, Experience and Personal Attributes

- Minimum 5 years' experience in developing, implementing and monitoring giving/donation plans including direct mail, monthly giving, online and social media solicitation and stewardship.
- Post-secondary diploma/degree in fundraising or related discipline is desirable.
- Strong spoken and written communication skills in English
- Affinity with Dignitas International's mission to ensure the right to health for all.
- Experience in global health and/or international non-profits an asset.
- Competency in CRM (Donor Perfect), Word, Excel, PowerPoint, Mail Chimp required, and a working knowledge of Adobe InDesign, Photoshop, Wordpress and basic HTML are an asset.
- Experience using social media and online fundraising/donor communications platforms.
- Well organized and detail-oriented.
- Great initiative, teamwork and ability to work well under pressure.
- Confident interpersonal skills with proven management skills.

For a complete job description, please visit <http://dignitasinternational.org/careers>.

Want to apply?

Please forward your cover letter and resume to jobs@dignitasinternational.org with 'Manager, Development & Communications' in the subject line.

Applications will be accepted until February 20th at 12pm EST.

We sincerely thank all those who apply, however only those considered for an interview will be contacted. No telephone calls please. Applications will be short-listed on a regular basis and the position may be filled prior to the closing date.