



Annual Giving Manager

Winnipeg, MB

The University of Winnipeg Foundation is a registered and incorporated charitable public foundation dedicated to fundraising and asset stewardship in support of and on behalf of The University of Winnipeg and The University of Winnipeg Collegiate. The Foundation strives to build legacies using a donor-first approach, connecting the interests and passions of our donors with the priorities and needs of The University of Winnipeg and The Collegiate. Through education our work supports the dreams of students and helps meet the needs of our community creating limitless possibilities for the future.

Position Summary

Reporting to the Director of Development, the Annual Giving Manager is responsible for the Foundation's annual giving development activities. This primarily includes planning and executing the annual Campus Campaign, managing a donor pipeline and alumni events, planning and implementing an Online Giving strategy inclusive of crowdsourcing opportunities, and oversight of the Foundation's multi-platform contact centre.

Education:

Post-secondary education or equivalent combination of education and fundraising experience.

Experience:

A minimum of five (5) years related experience in professional fundraising. Post-secondary fundraising is an asset.

Primary Responsibilities

- Plan and execute the University of Winnipeg Foundation's annual campus campaign, including campaign materials, campaign presentations, faculty/staff meetings, and events.
- Manage an external donor pipeline including all areas of development - identification, cultivation, solicitation and stewardship.
- Responsible for direct mail, text, social and other e-solicitation efforts, as well as incorporating gamification tools in collaboration with Development Officers.
- Manage alumni events as the Foundation representative, alongside Alumni Affairs at The University of Winnipeg.
- Works with Director of Development to develop and implement an online giving strategy for the Foundation, including crowdfunding opportunities.
- Closely monitors engagement levels and results, adjusting the strategy and messaging accordingly to maximize results.
- Responsible for the Foundation's Contact Centre (when required) - develop, implement and execute a multi-platform contact centre plan, including management of students and volunteers.

Skills

- Effective oral and written communication skills, including the ability to write about and speak to fundraising cases for support and to help better develop strategic advancement plans.
- Proven experience in managing successful online giving programs.
- Ability to identify and leverage new opportunities for development.
- Ability to build relationships, negotiate and influence, and manage change in a complex environment.
- Strong interpersonal skills, ability to work well independently and as part of a team.
- Excellent time management skills, ability to manage multiple priorities in a fast-paced environment, set priorities, and meet deadlines.
- Ability to exercise judgement, discretion, problem solving skills and initiative complemented by good analytical skills.
- Ability to listen actively in order to obtain and relay information accurately.
- Ability to maintain strict confidentiality.

We offer a competitive salary based on the candidate's experience and track record, as well as a comprehensive health and travel benefit package, defined-contribution pension, and a generous vacation plan. In addition, we are happy to offer a hybrid work schedule.

Interested individuals should apply by submitting a cover letter and resume to Rayna Rieger at r.rieger@uwinnipeg.ca. The position will remain open until a suitable candidate is found.

We encourage all qualified individuals to apply; every candidate will be considered without regard for race, colour, gender, religion, national origin, age, disability or veteran status. If you belong to an under-represented minority, you may choose to disclose it in your cover letter. Your information will be kept strictly confidential.

We appreciate all applicants for considering The University of Winnipeg Foundation as a potential employer, however, only those considered for an interview will be contacted.