

### **Director of Fund Development**

The Director of Fund Development leads the effective revenue generation and communications for both BGC Central Vancouver Island (BGCCVI) and BGC South Vancouver Island (BGCSVI). This is a unique role in that it supports two independently run organizations who are aligned in their purpose to support children, youth, and families within their respective geographical areas. This role is responsible for developing, implementing, and evaluating revenue generation strategies and initiatives that support both Agencies' strategic priorities while engaging in marketing and communications to enhance their image and position in the communities they serve. The Director of Fund Development is responsible for securing a diversified revenue stream of restricted and unrestricted income through an array of fundraising channels including a variety of institutional grants and private sources.

This is a full-time position (40 hours per week) with the incumbent being eligible for an attractive benefits package after completion of the probationary period. Reporting to the Executive Director, the Director of Fund Development:

- Develops, communicates, monitors and safeguards branding strategies, brand integrity and key messaging
- Develops and executes Annual Work Plan that aligns with Strategic Plan, portfolio priorities and position performance goals
- Establishes grant priority relationships annually with Senior Leadership Teams for the purpose of community Agency and program development
- Identify, pursue, and obtain ongoing and new sources of community support from public and private organizations
- Oversees the planning, coordination, and execution of special fundraising events in support of Resource Development Plan targets
- Develops, implements, maintains, communicates, and measures an integrated marketing/communications and resource development plan to support both Agencies' priorities and fundraising goals and attracts targeted audiences with customized content
- Develops and executes a Social Media strategy to enhance online engagement, interaction, relevancy, and brand recognition
- Provides strategic advice, guidance, and leadership to Senior Leadership Teams on key risk areas of Resource Development

#### Education

- Relevant post-secondary degree e.g., Business or a combination of other education and relevant experience may be considered. CFRE designation not required, but would be considered an asset

#### Experience and Qualifications

- Demonstrated experience in corporate communications in the non-profit environment including effective grant writing
- Minimum 5 years of management experience and relationship management; through understanding of all components of a diversified funding base.
- Strong computer knowledge including experience with CRM database management and communications software and technology applications
- Systems and metrics driven thinking translating strategic priorities into practical action with exceptional ability to see the big picture and have a resolute eye for detail

**SEND COVER LETTER AND RESUME TO [KLOVE@BGCCVI.COM](mailto:KLOVE@BGCCVI.COM)**