



INTERNATIONAL JUSTICE MISSION® CANADA

Employment Opportunities

Regional Representative, GTA

Position based in or near Toronto, Ontario

The Mission

International Justice Mission Canada is a Christian human rights agency that, in partnership with U.S.-based International Justice Mission (IJM), secures justice for victims of slavery, sexual exploitation and other forms of violent oppression. IJM lawyers, investigators and aftercare professionals work with local officials to ensure immediate victim rescue and aftercare, to prosecute perpetrators and to promote functioning public justice systems.

The Need

Come be a part of the exciting growth happening at IJM Canada! IJM Canada is seeking a skilled networker, with a gracious yet fearless approach to building relationships with high net worth individuals and the ability to develop strong financial support of the work through these relationships. The successful candidate will raise \$500,000 in her first year in the role and achieve double-digit growth each subsequent year. The position reports to the Director of Development and is responsible for cultivating gifts from major donors in the Greater Toronto Area of Ontario.

Responsibilities

- Develop, implement and evaluate strategies to achieve the fundraising goals for the region;
- Research, develop and implement plans and evaluate strategies to significantly broaden and deepen the base of support from major donors in the region;
- Cultivate relationships with existing major donors to increase funding levels and develop relationships with other individuals, resulting in new major donors to IJM Canada;
- Carry on average a portfolio of 100 major donors and conduct between 15-20 face-to-face visits with donors per month;
- Assist in bringing individual donors to major donor status by identifying and building relationships with local givers with greater capacity;
- Implement and evaluate strategies to capture names and contact information at preaching, teaching and educational events and media exposures conducted by IJM Canada representatives throughout the region; use this contact information to identify new donors and build relationships leading to financial contributions;
- Initiate and implement strategies for raising the positive profile of IJM among leaders in the Christian community;

- At weekend speaking engagements in Christian churches and in a wide variety of other contexts, articulate effectively, credibly and passionately the story of IJM, the nature of international human rights work, and the biblical call to seek justice; and
- Effectively use Raiser's Edge technology to assess giving potential, track donor communications and progress towards fundraising goals, and maintain donor records.

Required Skills and Experience

- Bachelor's degree in business or another related field;
- Minimum of three years' experience successfully raising over \$500,000 in annual funding from major donors; similar experience in corporate sales will be considered;
- Experience developing relationships with people of influence and affluence from various constituencies;
- Proven ability to effectively initiate, develop, nurture and maintain individual relationships with potential donors and the skill to lead those individuals to make joyful financial investments in IJM Canada;
- Experience managing the fund development efforts for a region, including the tracking and reporting of progress towards goals;
- Highly developed capacity to accurately and objectively evaluate the effectiveness and outcomes of strategies, programs and activities, and to make appropriate adjustments;
- Experience in the development of communications strategies and tools for effective messaging;
- Proven ability to develop a compelling message for delivery in a public speaking context to a variety of audiences and individuals;
- Experience in relating skillfully and sensitively to the Canadian church community and international organizations and ministries; and
- Experience in international Christian service and exposure to international human rights work preferred.

Critical Qualities

- Mature biblically-based Christian faith as defined by the Apostles' Creed;
- Passionate commitment to IJM's mission and core values;
- Professional in demeanor and written and oral communication;
- Effective planner and implementer of programs and events;
- Creative and energetic problem solver;
- Intelligent listener and good interpersonal communicator;
- Exceptionally high level of honesty and integrity;
- Works well under stress and deadline pressures;
- Ability to organize and administer a growing and large database of donors and activities;
- Sustained positive attitude; and
- Comfortable in relating to a wide variety of people and personalities.

Travel Requirements

- This position will be based in or near Toronto, Ontario. The position will require frequent daily travel throughout the region, with regular visits to IJM Canada's London, Ontario headquarters and some international travel.

Organization Information

- Permanent full-time salaried position;
- Medical, dental and retirement benefits;
- Applications accepted until the position is filled; and
- Target date for hire is immediate.

Send Resume, Cover Letter (indicating the position desired) & Statement of Faith*

By E-mail (preferred):

ewilson@ijm.ca

By Mail:

International Justice Mission Canada
Attn: Ed Wilson, Director of Development
PO Box 336, STN B
London, ON N6A 4W1

****What is a statement of faith?***

A statement of faith should describe your Christian faith and how you see it as relevant to your involvement with IJM Canada. The statement can either be incorporated into the cover letter or submitted as a separate document and should include, at a minimum, a description of your spiritual disciplines (prayer, study, etc.) and your current place of worship.