



## **IJM** Director of Development and Mobilization – Greater Toronto Area

### **Who We Are**

IJM is the global leader in protecting the poor from violence in the developing world. Our global team of over 1,000 professionals are at work in over 25 offices. Together, we are catalyzing a global revolution that will rescue millions, protect half a billion, and make justice for the poor unstoppable.

Motivated by God's call to seek justice for the oppressed, we believe that the way we work is as important as the results we achieve. We are a global community that cares for one another. We value joy and celebration, and we strive to provide professional excellence to all those we serve.

### **The Need**

After nearly two decades of continued growth and operational success in pioneering the work of protecting the poor from violence, IJM has become an \$80 million organization with 1000 global employees. As IJM continues this trajectory of growth and scaling of its impact, IJM Canada's National Director of Development is seeking a collaborative leader to meaningfully engage donors by showing how their joyful financial partnership can bring freedom and rescue to thousands. For this role, IJM is seeking a skilled networker with a fearless approach to building relationships. The successful candidate will achieve a personal annual fundraising goal of \$750,000 from major donors and churches in the Greater Toronto Area.

*This position is based in the Greater Toronto Area and reports to the National Director of Development.*

### **Responsibilities**

#### Facilitate deeper engagement of current donors:

- Cultivate relationships with existing donors to increase funding levels and develop relationships with other individuals and foundations, resulting in new major donors to IJM Canada; Create and execute compelling engagements resulting in significant funding opportunities from high net worth individuals, churches, and local organizations through sponsorship opportunities while supporting and scaling third party fundraising events;
- Assist and evaluate programs to recognize, thank and educate current donors;
- Carry an average portfolio of 150 major donors and conducting between 15-20 face to face visits and virtual engagement visits with donors per month; and
- Champion bringing individual donors to major donor status by identifying and building relationships with local givers with greater capacity.
- Work closely with IJM's Corporate Engagement Lead to foster opportunities to network within the Greater Toronto Area

#### Deepen new donor acquisition strategy:

- 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 Greater Toronto Area;
- Leverage gathered contact information to identify new donors and build relationships leading to financial contributions;
- Engage in speaking events in Christian churches and in a wide variety of other contexts, articulating effectively, credibly and passionately the story of IJM, the nature of international human rights work, and the biblical call to seek justice; and
- Design and execute strategy to steward major donors and build pipeline of support through events highlighting IJM's work and leadership.

## **Requirements:**

### Required Skills and Experience:

- Minimum of two years' experience successfully raising over \$700,000 in annual funding from major donors; similar experience in corporate sales will be considered;
- Proven ability to effectively initiate, develop, nurture and maintain individual relationships with potential donors and the skill to lead those individuals to make financial investments in IJM Canada;
- Outstanding verbal and written communication skills;
- Experience managing the fund development efforts for a region, including the tracking and reporting of progress towards goals;
- 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;
- Salesforce experience a plus.
- Bachelor's degree required.

### **Critical Qualities:**

- Mature orthodox Christian faith as defined by the Apostles' Creed;
- Winsome;
- Driven;
- Tenacious problem solver;
- Compelling conversationalist and intelligent listener;
- Exceptionally high level of honesty and integrity;
- High standard of personal discipline;
- Sustained positive attitude; and
- Comfortable relating to an audience of diverse people and personalities.

### **What does IJM have to offer?**

- We offer a generous compensation plan;
- We offer the chance to work in an engaged and positive work culture where employees are valued;
- We offer coaching, professional and personal development, and staff care;
- We offer the opportunity to make a difference in the world; and
- We are more than a workplace. We strive to be a community of spiritual formation, helping our staff work out God's call to justice in their lives.

**Upload Resume, Cover Letter & Statement of Faith\* in one document.**

**\*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. 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 fellowship or place of worship.