



Canadian Diabetes Association is currently recruiting an **Account Manager, Corporate and Foundation Giving Alberta/NWT**.

Position Location: Calgary **OR** Edmonton, Alberta

The Canadian Diabetes Association is a member-based, independently governed charitable association, founded in 1953 by Dr. Charles Best, co-discoverer of insulin. The Association's mission is to lead the fight against diabetes by helping people with diabetes live healthy lives while we work to find a cure. Our value driven culture is committed to excellence, partnership, innovation, integrity and respect.

OVERALL RESPONSIBILITY

Under the direction of the Managing Director, Corporate and Foundation Giving, the Account Manager is responsible to participate fully as a team member to ensure achievement of overall Association-wide Corporate Alliances revenue target and to achieve regionally established targets that will support the overall success of the team. Success is achieved through identifying, organizing, and analysing prospect data to establish and expand relationships to grow revenues. The Corporate Alliances portfolio consists of revenue from the following sources: sponsorship, philanthropic gifts, and charitable foundations.

KEY RESPONSIBILITIES

1. Achieve annual provincial revenue targets by effectively collaborating with Regional Directors, Community Engagement colleagues and other departmental colleagues to uncover and maximize regional opportunities.
2. Ensure implementation of elements of the national Corporate Alliances strategy including: industry vertical diversification and engaging regional leadership volunteers.
3. Required to demonstrate disciplined and best practice approach to prospect/relationship management ensuring progress through the stages of cultivation, stewardship and renewal are tracked effectively through a standardized national prospect management system. Provide performance status reports to Managing Director as requested.
4. Actively manage and cultivate a portfolio of corporate prospects from identified corporate industry sectors in order to achieve or exceed annual personal budget targets as part of the overall national Corporate Alliances revenue goal.
5. Develop and implement a strategic cultivation plan identifying both short and long term goals for top corporate and foundation prospects.
6. Develop, pitch and close tailored proposals for each prospect as appropriate.

7. Generate custom, compelling and strategic corporate alliance support materials including briefing notes, proposals, and stewardship reports.
8. Maintain accurate, professional and current records, actions, and reports through hard and soft copy files, and within the customer relationship management system (Onyx).
9. Work closely with all regional colleagues to identify all fundable opportunities and related recognition.
10. Maintain a high degree of respect, integrity, excellence and innovation while taking a collaborative approach to corporate alliances consistent with the values of the Association.
11. Gain an in-depth understanding of all new and ongoing programs in order to speak knowledgeably and enthusiastically about the work of the Association to corporate prospects.

EDUCATION OR EQUIVALENT EXPERIENCE:

1. Minimum of 3-5 years of fundraising experience.
2. Experience in a large, complex not-for-profit organization is a definite asset.
3. Demonstrable and significant experience closing corporate gifts of \$25,000 or more.
4. CFRE designation is preferred, but not mandatory.

Please respond by March 9th 2012 to:

Nancy Hammer, CFRE
Managing Director, Corporate and Foundation Giving
E-mail: nancy.hammer@diabetes.ca
204, 2323- 32 Ave NE
Calgary AB.

The Canadian Diabetes Association, encourages applications from all qualified individuals, and values a diverse workforce that reflects the communities it serves.

We thank all interested applicants; however, only those selected for an interview will be contacted. No phone calls please.