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Member Relations and Fund Development Manager – Farm & Food Care Ontario

With solid growth and new projects in the works, Farm & Food Care Ontario is looking for an individual who is passionate about food or agriculture to manage the organization's membership and fundraising work.

Reporting to the Executive Director, you will:

- Manage a complete portfolio of member and/or sponsor relationships, and seek to understand the varying motivations and needs of individual funders;
- Manage the annual renewal processes for various membership levels and categories;
- Strategize, research, and populate an ongoing and evolving portfolio of prospective new members and sponsors;
- Introduce innovative fundraising strategies and proposals that are mutually beneficial for the industry and potential donors.
- Develop and manage a comprehensive fundraising plan, which includes creating and managing all donor communication tools, to include social media platforms, thank you letters and other related mediums.
- Cultivate, solicit, and steward a networked group of relationships; leverage and position others, particularly the Executive Director and key leader volunteers and board Directors, through the cultivation, solicitation, and stewardship steps as best fits each individual relationship
- Solicit and approach various sized corporations to promote our brand. With your sound judgement and high integrity, build credibility with key decision makers with tight budgets and competing donation requests.
- Successfully achieve revenue targets directly through your fundraising expertise, ability to influence, and by applying your relationship building skills.

To be successful in this role, your background includes:

- Bachelor's degree or diploma in Business or Agribusiness or related field with professional fundraising training and/or designation.

- Minimum 5+ years' business experience including asking for donations with tangible results. As the sole fundraiser, you are a self-starter with an entrepreneurial spirit that is motivated to close deals.
- Food industry or farming background is an asset; the successful candidate will be passionate about food and farming and will demonstrate understanding and/or have practical experience in food production, processing or retailing.
- Polished presentation, interpersonal communications and exceptional writing skills.
- Advanced financial acumen with in-depth knowledge of fundraising practices and standards.
- Experience using the Microsoft Suite of products
- Valid drivers' licence

As a natural born leader with charisma and poise, this is a tremendous opportunity to work for a well-respected organization with continued success in promoting conversations and relationships between non-farmers and people who grow or process food.

Farm & Food Care Ontario is a coalition representing tens of thousands of livestock, crop and horticulture farmers and related businesses with a mandate to provide credible information on food and farming.

Please submit resume, references and covering letter indicating your salary expectations to jobs@farmfoodcare.org by November 23, 2018. We appreciate all applications but only candidates selected for an interview will be contacted.