



United Way
Kingston, Frontenac,
Lennox and Addington

DIRECTOR, WORKPLACE CAMPAIGNS

Reporting to the President & Chief Executive Officer (CEO), the Director Workplace Campaigns (DWC) works with volunteers and staff to develop, implement, and evaluate a year-round fundraising strategy that builds strong long-term relationships with workplaces. Leading a small staff team, the DWC supports workplace campaigns, focusing on engagement and relationship building.

United Way Kingston Frontenac Lennox & Addington is an established fundraising and impact organization in Eastern Ontario raising over \$3.5 Million annually. The United Way raises funds and invests them locally for maximum impact. This is possible because of generous donors, volunteers, partners, and supporters. United Way KFL&A is recognized by Charity Intelligence on their top 100 Rated Charities list for 2020.

WE ARE LOOKING FOR:

- ❖ An experienced, mission-focused, strategic, solution-focused, and process-minded doer, who enjoys working with others, is skilled and comfortable in managing staff and supporting and guiding volunteers, adept at developing, recommending, and executing fundraising strategies to grow engagement and giving through workplace campaigns, campaign events, direct mail, business development and sponsorship.
- ❖ A mature fundraising executive with a minimum of five years' experience and proven success in fundraising and volunteer management. A solution-focused and innovative leader, always seeking quality improvement, with demonstrated management skills and experience, including problem solving, critical thinking, and conflict resolution.
- ❖ A leader who can 'lead from behind' and has the skill to help others achieve their goals.
- ❖ Diploma or degree from a recognized post-secondary institution, preferably in Business Administration, Fundraising, Marketing or equivalent education and experience
- ❖ High level of integrity, confidentiality and accountability; sound analytical thinking, planning, prioritization and execution skills
- ❖ Strong verbal and written communication skills; a succinct and accurate communicator with excellent interpersonal skills.

The United Way is committed to employment equity and diversity in the workplace and welcomes applications from all backgrounds reflecting the diversity of Canadian society.

Interested candidates are encouraged to submit their resume to Allen Prowse at:

allen@palmercareers.com

613-389-1108

We thank all applicants for their interest, but only those selected for an interview will be contacted.

PALMER & ASSOCIATES

"EXECUTIVE SEARCH PROFESSIONALS"

Venture Business Centre

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