

As one of Canada's largest not for profit leaders in wildlife conservation, research, and advocacy, we are seeking to fill the following position...

Manager of Corporate Development and Strategic Partnerships

Summary

The primary focus of the Manager of Corporate Development and Strategic Partnerships is to work closely with the Chief Revenue Officer in developing a Corporate and Foundation revenue development plan and will manage and execute on this plan. In doing so the individual is responsible for the establishment of profitable and productive relationships with external corporations and foundations, as well as to provide support and advice about other financial partnerships/relationships as needed for advancing the CWF's mission and strategic goals.

The Manager of Corporate Development will be responsible and accountable for achieving targeted revenue forecasts within defined expenses that have been established in the Corporate Development Strategy. The Manager will be responsible for managing established budgets, targets and goals

The Manager will conduct the required market and development research and feasibility studies on potential partnership funding or business opportunities for CWF Conservation and CWF Educational programs and initiatives as aligned with CWF's Strategic Plan. As a promoter of Canadian Wildlife Federation's image and business interests, key elements of this individual's employment include establishing and maintaining respectful and productive business relationships; the assessment of developmental issues and opportunities regarding competitiveness; staying current in sector funding trends and innovations that impact the conservation communities business interests; and the review of these materials with regards to determining the benefits of establishing either a strategic partnership or a straight funding opportunity for CWF.

Other responsibilities include such as liaison with program staff in development of proposals, implementation plans to deliver on commitments, maintaining relations with investors and partners, reviewing progress reports for strategic partners or funders on program progress or evaluation of supported programs. Responsible for the establishment, alignment and nurturing of corporate and foundation strategic relationships, for growing revenues. The Manager of Corporate Development and Strategic Partnerships or members of his/her team will act as the high level intermediary between both CWF and the partner's organization.

Core Competencies

- Relationship Focused
- Dynamic and Creative Thinking
- Entrepreneurial Spirit
- Awesome Communications Skills (Written and Verbal)
- Business Acumen
- Performance Management
- Leadership
- Communication
- Team Work

- Time Management
- Adaptability/ Flexibility
- Decision Making and Judgement
- Planning and Organizing
- Problem Solving
- Result Focus
- Accountability and Dependability
- Ethics and Integrity
- Mediating and Negotiating
- Coaching and Mentoring
- Staff Management
- Development and Continual Learning
- Write business plans with associated budgets

Job Duties

- Develop financial forecasts and budgets for assigned areas of responsibility
- Meet or exceed target revenue budgets.
- Create and or review business plans and presentations, providing recommendations pertaining to their financial opportunity and strategic fit with Canadian Wildlife Federation's objectives and strategic goals.
- Research and evaluate potential corporate, foundation or other organizational strategic partnership opportunities.
- Maintain a working knowledge and understanding of CWF's related programming, emerging technologies, business models, and overall strategic objectives.
- Structure corporate, foundation or other relations and partnerships to maximize CWF's monetary and public profile benefit.
- Support internal teams and external consultants as needed to structure agreements, e.g. investments, joint ventures, strategic alliances as well as diversified and sustainable models of financing pertaining to in the areas of royalties, licensing and endorsements.
- Oversee and manage administrative functions for Corporate Development and Strategic partnership department or unit, e.g. budgets, personnel, expense authorizations.
- Serve as lead or as assigned within the department or unit, strategic business lead to all CWF corporate and foundation in Canadian and international markets partnerships.
- Provide support and advice on other strategic relationships as needed
- Develop new market initiatives, assess new markets and analyze business opportunities.
- Track and report actual results versus plans and forecasts for monitoring business performance and revenue targets.
- Build financial models to validate the cost/benefit of new strategic partnerships or initiatives.
- Synthesize and articulate key outcomes as appropriate to strategic partners on product development to executive an suite of audiences.
- Develop corporate and foundation acquisition initiatives aligned with short and long-term business strategies for CWF.

Requirements

- Minimum 7 years of direct work experience in successful Marketing and Sales Development.
- Direct experience in Non-Profit is an asset but not required.
- Fluently Bilingual is highly preferred.
- 4-year business administration degree or equivalent (advanced degree preferred MBA, HBA or similar).
- Excellent management, communications, negotiating and organizational skills.

- A proven track record in business and revenue development.
- Demonstrated ability to lead a team and achieve results.
- Experience in budgeting sales, and management of achieving goals.
- Strong interpersonal and communications skills.
- Able to prioritize and focus associates on appropriate tasks.
- Proficient with word processing and spreadsheets.
- Working knowledge of the Internet and World Wide Web.
- Demonstrated ability to read and interpret financial documents and spreadsheets.
- Work well under pressure and makes deadlines and budgets.
- Able to work in excess of stated office hours to get the job done.
- Must be able to travel.

Interested and qualified applicants are encouraged to submit their resume to careers@cwf-fcf.org by February 5, 2018. Please quote position title that you are applying for in the subject line of your email. Only the candidates who meet the qualifications and experience for the position will be contacted for an interview. We thank you for your interest in the Canadian Wildlife Federation.

AODA Statement for Offer of Employment

Canadian Wildlife Federation "CWF" is committed to accessibility and to protecting the human rights of its employees. In support of this aim, CWF has implemented an accommodation process that provides accommodations for employees with disabilities. CWF will accommodate employees with disabilities up to the point of undue hardship.

The accommodation supports available to employees are laid out in our Accommodation Policy. If your acceptance of the terms and conditions of this Offer of Employment necessitates a specific accommodation because of a disability or a medical need, please contact the Human Resources Department. This ensures that the appropriate accommodations are in place before you begin your employment. Do not hesitate to reach out to the Human Resources Department if you require an accommodation related to a disability or a medical condition at any point during your employment with CWF.