



## **PARTNERSHIPS OFFICER**

**Full-Time Permanent**

**Burnaby, BC**

Variety – the Children’s Charity is on a mission to see every child with complex health needs fulfill their unique potential. Through providing essential support and resources including medical and mobility equipment, specialized therapies, education assistance, mental health counselling, and vital assessments, we empower extraordinary children to overcome barriers and thrive.

Last year over 10,000 children and youth in 200 communities across B.C. received Variety’s support transforming daily realities and changing the trajectory of their lives for the better.

**ABOUT YOU: We are looking for a Partnerships Officer who is excited by the opportunity to cultivate and build corporate and community partnerships that will support business goals, build community profile and help us help more BC kids than ever.**

You are a confident relationship manager with a passion for comprehensive partnership strategies. You thrive when managing multiple projects, priorities and deadlines. You have a donor-centric mindset and believe that the best results are achieved through collaboration.

Reporting to the Director, Partnerships and Events, your responsibilities will include:

### **Build and manage a portfolio of mid-high-level partnerships:**

- Support and implement an annual cultivation and stewardship strategy
- Curate and solicit partner prospects aligned with Variety’s strategic goals across the province
- Cultivate and steward and portfolio of mid-high level corporate and community partnerships that support annual fundraising programs including signature events, campaigns and the schools program
- Support and curate cause-marketing initiatives with existing and new corporate and community partners
- Enhance business processes to deepen cross-department collaborations and track progress
- Track fundraising, donor relations, and stewardship activities in the database to monitor and report on the status of relationships, progress and identify opportunities

### **Provide an exceptional brand experience for all corporate and community partners:**

- Build and optimize stewardship activities that focus on providing a positive and inspiring experience at every touchpoint
- Collaborate closely with other departments to develop effective communications that deepen relationships and drive results
- Support and innovate strategies to collaborate and thank partners for all initiatives
- Make recommendations based on data-driven analysis of campaigns

### **Support and enhance internal collaborations:**



- Support all partnership and event activations as needed
- Collaborate closely with internal departments to enhance collaboration, project management and support shared business objectives

#### **Core knowledge + skills:**

- Passion and demonstrated experience in relationship management
- A strong understanding of fundraising best practices and experience cultivating and stewarding corporate and community partners
- Experience in pipeline development, cultivation, and solicitation of gifts at the five-figure level and above
- Strong communication and interpersonal skills, written and verbal
- Ability to work collaboratively with several teams and stakeholder groups, and balance multiple projects and priorities
- Exceptional time management, planning and organizational skills, with strong attention to detail
- Strong skillset in using Microsoft Office applications and CRM platforms

#### **Qualifications**

- A degree or diploma from a recognized post-secondary institution
- Minimum of three years' experience in a related role with a proven track record of success
- The ability to work flexible hours during event and campaign activations
- A valid BC Drivers License and access to transportation for meetings and events
- A valid criminal history check
- You are a strategic thinker and savvy relationship manager, adaptable, and approach life and work with heart and hustle
- Deep understanding and appreciation for philanthropic landscapes and the role community partners play in elevating brand and achieving business goals

#### **Nice to haves**

- Non-profit experience
- Experience using online fundraising tools and platforms including Raiser's Edge

#### **JOIN US**

At Variety, we value diversity in all its forms and encourage all qualified individuals to apply. We believe that a team enriched by different cultures and perspectives makes us stronger. We are committed to fostering an inclusive and respectful environment where everyone's voice is heard and respected.



If you are ready to make a profound impact to inspire and ignite change where it matters most – in the lives of children – we invite you to join us at Variety – the Children’s Charity and apply for the Partnerships Officer role.

This position is based in our office located in Burnaby, BC through a hybrid and flexible workplace experience. Variety offers a competitive compensation and benefits package and rewarding employment experience where your contributions make a difference.

**Salary range: \$65,000 - \$75,000 per year**