



About United Way KW & Area: United Way KW & Area works strategically to address our community's needs on a long term basis through a proactive business model. As the largest funder of social service programs outside of government, our annual workplace campaigns are an integral component of our success. But our commitment extends beyond monetary investment. We also mobilize staff, volunteers and other resources to change community conditions for the better through a proactive business model. That's how change starts here.

We are currently in search of a vibrant and engaging personality to fill our **Resource Mobilization Officer, Fundraising** position

Position Purpose: The purpose of the position is to meet the leadership and donor program goals of United Way KW. You will formulate and implement strategies and meet goals compatible with a diverse fundraising environment. Cultivating new relationships and partnerships, stewardship of existing donors and volunteers, assisting in community development activities and meeting fundraising targets are key to the success of the position.

Position Focus:

- New Business - Fundraising
- Donor/Workplace/Volunteer Stewardship
- Fundraising Goal Setting and Plan Implementation
- Communications
- Community Development
- Team work
- Participating in United Way's national Resource Development Leaders Network
- Identifying and recommending best practices in fundraising strategy and planning

Qualifications:

- Ability to critically analyze goals
- Experienced team lead
- Driven, results oriented personality
- Strong presentation skills
- 5 to 7 years of experience in a diverse fundraising/sales environment, preferably in the not for profit sector
- Knowledge of United Way KW and its mandate
- Post secondary education in a related field or equivalent experience
- Intermediate mathematical skills; understanding of goal setting, budgeting, performance to goals/budgets, and variance analysis, and understanding of numeric reporting
- Willingness to work non-traditional hours on occasion; willingness to work overtime during the traditional annual campaign time frame
- Travel both within and outside Waterloo Region is required

Available: Immediately, Full Time, Permanent

Location: Kitchener-Waterloo, ON

Applications: must be received by February 29, 2012 at HR@uwaykw.org
We appreciate all applications; only those selected for an interview will be contacted.