



OPPORTUNITY
International



Opportunity Profile

DIRECTOR OF PHILANTHROPY, ALBERTA
OPPORTUNITY INTERNATIONAL CANADA

NELSON/KRAFT
AND ASSOCIATES

EXECUTIVE SUMMARY



Opportunity International Canada (OIC) is looking for a driven and relational fundraiser to join their team as Director of Philanthropy, Alberta.

As a member of the Philanthropy Team at OIC, the Director of Philanthropy, Alberta is responsible to maintain and grow a portfolio of major donors that includes individuals, businesses, private foundations, and community groups. In coordination with the VP of Philanthropy, the incumbent will develop a regional strategy to maintain relationships with existing donors, as well as identify and qualify new, prospective donors; cultivating authentic and meaningful relationships which will lead to growth of revenue. Philanthropy Team members have a deep and abiding passion for the mission of Opportunity International and its commitment to economic, spiritual, and social transformation. Additionally, Philanthropy Team members adhere to a Biblical model and philosophy of fundraising and financial stewardship.

If you are a gifted in major donor fundraising, have financial acumen, and are passionate about the work and values of OIC, we would love to hear from you.



OUR STORY

Opportunity International Canada is a registered Canadian charity that empowers families along their journey out of extreme poverty to new lives filled with strength, hope, resilience, and the power to achieve their dreams.

Opportunity International designs, delivers, and scales innovative financial solutions that help families living in extreme poverty build sustainable livelihoods and access quality education for their children. We equip families with the tools and training they need to build their business, improve their harvests, provide for their families, send their children to school, and break the cycle of poverty.

For further information, please visit our website with this [link](#).

OUR WORK



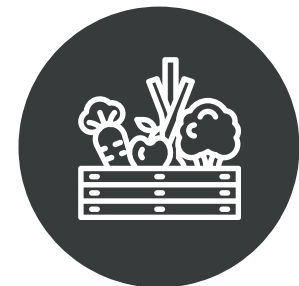
Microfinance: Opportunity International provides access to savings, small business loans, insurance, and training to 19.5 million people working their way out of poverty in the developing world. Clients in 30 countries use these financial services to expand businesses, provide for their families, create jobs for their neighbours, and build a safety net for the future.

Improved Health and Well Being: Trained health leaders in India broadcast life-saving knowledge to thousands of families within their communities. In Ghana, young women and girls learn to prevent early pregnancy and avoid communicable diseases through our apprenticeship program. Across Haiti, families learn the importance of good nutrition and proper sanitation through our ultra-poor microfinance program.



Innovative Programs: We deploy technology-enabled solutions such as mobile-phone banking and interactive voice response technology specifically focused on women's needs. Our Apprenticeship Program pairs youth and young adults with successful small business owners who mentor and train them in a marketable craft. The Pathway to a Better Life program allows families living in poverty to take a first step in development, and thus gain access to more traditional development aid programs.

Agriculture Finance: We help rural families transform their small farms into more productive, lucrative, and effective enterprises by providing access to seeds and fertilizer, connections to buyers, and training on agricultural best practices.



Education Finance: We partner with financial institutions to help independent local schools provide affordable, quality education. At the same time, we help parents access the resources necessary to send their children to school. By connecting private sector finance to education providers in low and middle income countries, we are tackling the global education crisis and helping more children attend better schools.



OUR VISION

Our vision is a world in which all people have the opportunity to achieve a life free from poverty, with dignity and purpose.

OUR MISSION

By providing financial solutions and training, we empower people living in poverty to transform their lives, their children's futures, and their communities.

OUR MOTIVATION

We respond to Jesus Christ's call to love and serve the poor. We seek to emulate the Good Samaritan, whose compassion crossed ethnic groups and religions. We serve all people, regardless of race, faith, ethnicity, and gender.

KEY RESPONSIBILITIES

- Develop and implement a strategic portfolio plan to generate major gifts from prospective and current donors within the assigned regions to meet and exceed set revenue, portfolio, and activity goals.
- Maintain and grow a strong portfolio of current donors, as well as identify, cultivate, and steward new prospects. Maintain and grow a portfolio of donors giving gifts greater than \$5,000. The portfolio includes individuals, private foundations, businesses, and community groups.
- In collaboration with the Event Coordinator, organize and host events to attract new donor prospects with skilled pre-event preparation, and timely and thoughtful post-event follow up. This includes regional events as well as a peer-to-peer fundraising events.
- Work closely with key area volunteers to support regional fundraising strategies.





- Conduct face-to-face and virtual meetings with existing and prospective donors.
- Develop and maintain strong collaborative working relationships with members of the Philanthropy Team and the other teams within OIC.
- Manage high-level, strategic donor relationships. Add new major donors each year and develop long-term donor cultivation, solicitation, and stewardship strategies.
- Manage an expense budget that will be leveraged to maximize the revenue generated from the territory.
- Meet annual retention and lapsed donor reactivation goals as set by the VP of Philanthropy.
- Lead donors on Insight Trips to visit field work in coordination with the VP of Philanthropy.

QUALIFICATIONS

Education

- Bachelor's degree, minimum.
- CFRE designation, an asset.

Experience

- 3-5 years of successful not-for-profit fundraising.
- Proven track record demonstrating an ability to raise major gifts greater than \$10,000 from private donors.
- Highly organized with a high degree of technological proficiency including experience with fundraising systems; preferably Raiser's Edge.
- Experience in developing new relationships in a region while managing competing deadlines and attaining goals.

Knowledge

- Financial acumen that includes both budgeting and a basic understanding of financial statements.
- Demonstrate a deep understanding of the organization and cultural philanthropy using a proactive, innovative, and entrepreneurial approach to fundraising.

QUALIFICATIONS CONTINUED

Working Conditions

- Must be able to work weekends and evenings; schedule is often determined by donor availability and/or fundraising events.
- Must be willing to work long hours to reach fundraising deadlines.
- Must be willing to travel to meet with potential donors across the region.
- Must be willing to travel nationally and internationally as needed.

Values

- Must align with the Christian values and convictions of OIC.

OUR SEARCH TEAM



SHAWN PLUMMER
LEADING THE SEARCH

shawn@nelsonandkraft.com
604.614.2665

Shawn is a senior executive who, after 22 years in international relief and development, most recently served as President & CEO of Food for the Hungry Canada. With invaluable program and leadership experience, a history of managing large teams, as well serving as a board member himself, Shawn is well equipped to come alongside your organization to ensure you have the right leadership team in place to drive your future success.



MARK KRAFT
SUPPORTING THE SEARCH

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778.982.4427

Mark is a trusted and sought-after executive search leader, with over 20 years of combined experience in the public and private sectors. Bringing a deep level of care and commitment to his clients, Mark has successfully led over 100 executive talent searches across Canada, for roles ranging from CEO to CFO, to COO. With his breadth and depth of experience, Mark has become a respected advisor and go-to expert for non-profit, charity, and faith-based organizations looking to source top executive talent.



ALEXA KROEKER
SUPPORTING THE SEARCH

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604.226.8846

Alexa has over three years of administrative experience in the charity sector. She has a Bachelor of Arts in International Studies from Trinity Western University. Her interests include writing and communications, and finding ways to improve processes and increase efficiency. She is excited to grow her skillset in marketing and social media engagement with Nelson/Kraft & Associates.

ESTIMATED SEARCH TIMELINE

While every search is dynamic and time frames are hard to predict, the following is an overview of the expected timeline and details for this search:

Location: Calgary, AB or Edmonton, AB

Application Deadline: September 10, 2024

Short List Interviews: September 2024

Start Date: TBD

Salary Range: \$90,000 - \$100,000

HOW TO APPLY

Apply online at nelsonandkraft.com/jobs with your cover letter and resume. You must be eligible to work in Canada.

Nelson/Kraft & Associates Inc. is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

Nelson/Kraft & Associates Inc. welcomes and encourages all interested applicants to apply for this position and is committed to the principles of diversity and inclusion in its hiring practices, and will only make distinctions among interested applicants in accordance with the applicable Human Rights legislation.

Nelson/Kraft & Associates Inc. also welcomes and encourages applications from candidates with disabilities. Accommodations are available on request for candidates taking part in the selection process. If you require disability-related accommodation during the recruitment process, please contact us.