

At [Food for the Hungry](http://www.fhcanada.org), we’re focused on ending poverty—one community at a time. We’re looking for an experienced and engaging, **full-time** relationship manager for **the western Canadian provinces** (British Columbia, Alberta, Saskatchewan, and Manitoba).

Come join our talented, fast-paced, committed, and fun loving team and apply your skillset for global impact.

**THE JOB**

The **Western Canadian Partner Engagement Lead** is responsible for working in collaboration with the FH Canada Philanthropy team, reporting to the Senior Director of Philanthropy, and working as a part of a wider, multifaceted team. This position will design and implement strategies to prospect and acquire new donors while cultivating relationships with existing donors. Your ultimate goal is to increase and diversify FH Canada’s revenue base while inviting people into a mutually transformative journey. This critical role exists to engage and encourage Canadian families, churches, and businesses into various partnership opportunities.

**ABOUT YOU**

You have the opportunity to be at the heart of our reputation for extraordinary donor service. You welcome people to the exciting world of FH, turning curiosity into engagement. You get great satisfaction from helping people develop lifelong relationships with FH. You are driven by results and committed to FH’s goals but aware that money is a result of great relationships; not an objective. Always curious, you stay on top of global current events, FH goals and initiatives, and you are happy to apply your expertise in donor interactions. You want to change the world and believe you can do so by joining an organization passionate about caring for the vulnerable and alleviating poverty. You are fully committed to and in alignment with [Food for the Hungry values](http://www.fhcanada.org/About).

This position is a full time work commitment and you understand that sometimes schedules and job descriptions need to adjust to get things done; you aren’t attracted to a 9-5 workday. This fully remote (with the option of being hybrid) position is preferred to be based in any major city in Western Canada and the ability to travel up to 30% is a part of the job.

**ONGOING RESPONSIBILITIES**

* Builds, nurtures, and manages a personal caseload of major donors and strategic relationships
* Qualifies, collaborates, and executes all levels of the donor journey for assigned region, including strategies to develop partners on all levels, but particularly: Mid-level donors, Major donors, High Net Worth donors, Foundations, and Impact Partners (Business and Church)
* Collaborates with internal teams to raise FH’s profile and strengthen its reputation
* Pursues public engagement opportunities with churches, conferences, and affinity groups
* Leads international trips for donors to partner communities, encouraging supporters to grow in their transformative journey
* Executes on goals, plans, annual revenue growth projections, and a wide variety of administrative tasks associated with donor care

**EXPERIENCE & SKILLS**

* Preferred five to ten years experience in sales, customer service, guest/donor relations, communications, or marketing.
* Excellent communication skills, both written and verbal
* Comfortable presenting to groups or at one-on-one interactions with a diverse mix of donors
* Strong self-management skills—a self starter able to work well independently while achieving the goals and mission of the larger team
* Team player with strong interpersonal skills and effective listening skills
* Able to multitask, prioritize, and work in a fast-paced environment
* Valid passport is required for international travel

**TO APPLY**

If you feel you’d fit this role, please submit your **resume and cover letter** to: [humanresources@fhcanada.org](mailto:humanresources@fhcanada.org). In your cover letter, please include why you are interested in FH Canada, what FH Canada’s values mean to you, and a list of personal accomplishments relevant to the role. Applications will be accepted until **November 30, 2023**. We thank-you in advance for your application, only shortlisted applicants will be contacted for an interview.