

Director of Development – Ref. No. 17001

Who are we? *The Alex*. We are an award winning organization made up of change makers, forward thinkers and community builders. We are changing the conversation around Health and Social Care.

The Alex Community Health Centre is a not-for-profit organization that has been operating in Calgary since 1973. The Alex provides services and programs to individuals and families who experience barriers to health. Using a multidisciplinary team approach, we focus care on assessment, intervention and promotion of all aspects of health. We embrace a model of healthcare that is accessible, responsive and participatory. In addition to two Health Centers, we run a Youth Centre, two Mobile Community Health Buses, one Community Dental Bus, four Housing Programs, a Breast Feeding Clinic, a Community Food Centre and a Bottles4Health Program.

If you have a passion for health and wellness, or a keen interest in innovative solutions in primary health care and housing first programs for Calgary's most vulnerable citizens, then this may be the challenge for you. If you are results focused, possess exceptional communication skills, an ability to build and maintain donor relationships, and if being an ambassador for the organization excites and motivates you, then working at the Alex is the opportunity for you.

The Director of Development will report to, and work collaboratively with, the Chief Executive Officer, as well as work closely with the Marketing and Communications team.

The primary focus of the role will be to develop and lead a comprehensive fund development strategy by creating an ever increasing source of charitable revenue so that The Alex can meet its long term mission to deliver innovative and accessible health and social services to Calgary's most vulnerable citizens.

Ideal Candidate

- seven to ten years of progressive fund development experience at a senior level with a proven track record of achieving financial targets
- results oriented team player with the ability to build strong relationships with diverse stakeholder audiences and possess exceptional leadership skills
- excellent planning, budgeting, analytic and organizational abilities, as well as strong interpersonal skills, excellent written and oral communication abilities, integrity, high energy, and creativity are essential to this role
- confidence and comfort in coaching a non-profit Board with respect to philanthropic philosophy and fundraising methods
- team leadership experience in a dynamic and complex non-profit environment

Industry Knowledge

- fluent knowledge of Canada Revenue Agency (CRA) guidelines regarding fundraising in Canada and specifically Alberta
- ensure that all fund development activities, for both staff and volunteers, are fully compliant with both AFP Code of Ethics and Standards of Practice and the Imagine Canada's Code of Ethical Conduct
- stay abreast of news, activities and trends in the non-profit sector

Education/Training/Certification

- bachelor's degree or higher education in a relevant area is an asset
- Certified Fund Raising Executive (CFRE) designation is preferred
- member in good standing of the Association of Fund Raising Professionals (AFP)
- industry specific training in various fund development methodologies

Technical Skills

- ability to develop and monitor realistic and meaningful performance metrics within the fund development program
- proven skills and competency with:
 1. Computers
 2. MS office: Excel, Word, PowerPoint
 3. Experience with a donor data base, preferably Raisers Edge

Professional Experience

- seven or more years of progressive fund development experience at a senior level
- proven fundraising track record
- experience developing, executing and evaluating a multi stream fund development program
- confidence and comfort in coaching a non-profit Board with respect to philanthropic philosophy and fundraising methods
- team leadership experience within a dynamic and complex non-profit environment

We offer a competitive salary, excellent benefits and a dynamic, positive work environment.

Please email your resume to hr@thealex.ca and include the job title and reference number in the subject line

Deadline to apply: Until a suitable candidate is found

We thank all applicants for their interest; however, only those selected for an interview will be contacted.

For further information about The Alex and its programs, we encourage you to visit our website at www.thealex.ca