



OPPORTUNITY
International



Opportunity Profile

DIRECTOR OF PHILANTHROPY, PRAIRIES
OPPORTUNITY INTERNATIONAL CANADA

NELSON/KRAFT
AND ASSOCIATES

EXECUTIVE SUMMARY



Are you looking for more than a job? Do you have a heart for serving people living in poverty? Come and be part of the OIC team whose vision is a world in which all people have the opportunity to achieve a life free from poverty, with dignity and purpose.

Reporting to the Vice President of Philanthropy, the Director of Philanthropy, Prairies, 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 this sounds like you, we'd love to connect!



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 at www.opportunityinternational.ca.

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.



WHO WE ARE

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 \$10,000. The portfolio includes individuals, private foundations, community groups and businesses
- 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
- 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 other members of the Philanthropy team and the other teams within Opportunity International Canada
- Manage high-level, strategic donor relationships. Add new major donors to the portfolio each year and develop long-term donor cultivation and solicitation 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 VP, Philanthropy
- Lead donors on Insight Trips to visit field work in coordination with the VP, Philanthropy

QUALIFICATIONS

EDUCATION

- Bachelor's degree minimum
- CFRE designation considered 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 donors
- Highly organized with a high degree of technological proficiency, including experience with fundraising systems, preferably Raiser's Edge, and social media experience
- 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
- Demonstrated deep understanding of organization and cultural philanthropy, using a proactive, innovative, and entrepreneurial approach to fundraising

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 internationally as needed

OUR SEARCH TEAM



MARK KRAFT
LEADING THE SEARCH

mark@nelsonandkraft.com
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.



JEFF PITCHFORD
SUPPORTING THE SEARCH

jeff@nelsonandkraft.com
647.409.2922

Jeff is an accomplished Senior Executive, with over 25 years of leadership experience across the chemical manufacturing and food processing industries. He wears many hats including Business Consultant, Executive Coach, Board Member, Forum Chair and Birkman Certified Professional. Jeff specializes in leadership development and team-based business success. He is passionate about developing leaders and building high performance teams.



KEITH KNIGHT
SUPPORTING THE SEARCH

keith@nelsonandkraft.com
519.831.5765

Keith has a long career in leadership development, communications and marketing. Over the past decade he served as Executive Director of the Canadian Christian Business Federation, a national network of Christian business and professional leaders. He inherited a small group of business leaders consisting of seven chapters in southern Ontario and grew the organization into a national network of 70 chapters with a database of 6,500 business and professional leaders, including about 80 Christian non-profits. He thrives on relationship-building, discovering organizational and individual needs.

ESTIMATED SEARCH TIMELINE

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

Location: Alberta (preference for Calgary)

Application Deadline: April 8, 2022

Short List Interviews: Middle of April

HOW TO APPLY

Forward your resume and cover letter to info@nelsonandkraft.com.

To obtain a complete Opportunity Profile, please visit our [website](#).

Nelson/Kraft & Associates Inc. is an executive search firm specializing in the recruitment of executive management and fundraising personnel in the charitable sector. We work with a diverse group of not-for-profit organizations through the connection of colleagues in Vancouver, Calgary, Winnipeg, and Toronto.

Nelson/Kraft & Associates Inc. welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.