

DIRECTOR, PHILANTHROPY

THE OPPORTUNITY

United Way Winnipeg is a provincial leader in community impact, dedicated to improving lives and advancing the common good. Supporting a network of over 125 Agency Partners, programs and initiatives, United Way Winnipeg brings together individuals, businesses, nonprofits, and governments to tackle society's most pressing challenges. At the heart of United Way Winnipeg's mission is a commitment to building a stronger, more equitable community where everyone has the opportunity to thrive.

Guided by a bold vision and driven by measurable results, United Way Winnipeg serves as a trusted partner to individuals and organizations who share a passion for making a difference. Together, we fight for the health, education, and financial stability of every person in our community.

Our Mission

Our mission is to improve lives and build community by engaging individuals and mobilizing collective action.

Our Vision

Our vision is a thriving community where everyone can reach their potential.

We strive passionately for these ideals. It's our promise to the community that we will invest resources where they're needed most and where they'll do the most good—and that volunteers from the community will be involved every step of the way.

United Way Winnipeg's work is making our community a better place for everyone.

POSITION SUMMARY

The Director, Philanthropy is responsible for designing and executing a comprehensive fundraising strategy with a focus on individual giving portfolios. Key areas of oversight include the Major Donors program, Community Leaders program, Direct Response initiatives, Endowment Fund, and Legacy Giving. This leadership role involves building and nurturing relationships with current and prospective donors across workplaces and within the community, fostering a culture of philanthropy that aligns with the organization's mission and values. The Director will also collaborate closely with senior leadership to advance fundraising initiatives, ensuring alignment with strategic priorities and long-term organizational goals.

The successful incumbent will be responsible for staying informed about current trends in fundraising, stewardship, marketing, and volunteer engagement. They will serve as a champion of the United Way movement by mentoring a dedicated team of fundraisers and inspiring donors to contribute to our legacy of giving. Through their efforts, they will advance our mission to improve lives and build community by engaging individuals and mobilizing collective action, helping to realize our vision of a thriving community where everyone can reach their potential.

Philanthropy

- Oversee and create operating plan that encompasses all Individual Giving strategies in alignment with organizational strategic goals, annual campaign, and current and future philanthropic initiatives.
- Cultivate and maintain strong relationships and stewardship external relations, such as existing donors, workplace partners, new prospects in the community, and internal staff and volunteers.
- Work in conjunction with volunteers to set strategies to engage and inspire current and future donors and partners of United Way Winnipeg.
- Oversee and lead the Major Donor and Community Leaders programs, including but not limited to the Major Donor Cabinet while providing direct support to Major Donor Co-Chairs



United Way Winnipeg

- Collaborate actively with United Way Senior Leadership Team to manage and support the fundraising campaign

Leadership

- Direct team projects and work, including planning resources and assigning and monitoring activity. Provide input and direction to the team and assist with removing barriers to completing work

Organizational Collaboration

- Collaborate internally with departments work on current and emerging community priorities.
- Identify, evaluate, and solicit prospects for community programs and initiatives supported by Vision Philanthropy.
- Collaborate with internal marketing and communications departments to develop and implement products, materials, and communications to establish and deepen relationships with donor and non-donor segments
- Foster cross-functional collaboration with internal operational teams to align philanthropic strategies with organizational infrastructure, ensuring seamless integration of systems, processes, and resources to support fundraising goals.

Financials & Reporting

- Proficient use and optimization of our CRM system and internal reporting to strengthen stakeholder relationships, and data-driven decision making in support of meeting organizational goals.
- Directly manage budget for the individual giving portfolios, providing input and oversight on revenue-generating and expense-related activities.

QUALIFICATIONS/EXPERIENCE

- Post Secondary degree in a related field or an equivalent combination of training and experience
- Minimum of 10 years' combined leadership and strategic fundraising management experience.
- Strong acumen in developing major gift cases and proposals
- Proven experience in cultivating and securing mega and major gifts
- Proven track record of effectively leading, motivating and managing a diverse and professional team including volunteers to meet financial goals
- Strong interpersonal, relationship and teamwork skills with the ability to build engaging relationships through trust, collaboration, and direct communication.
- Excellent senior level thinking and strategic planning
- Highly effective written and verbal communication skills including public speaking
- Ability to work effectively within a fast paced volunteer-driven environment
- Good judgment skills with the ability to make informed decisions based on objective information and contributing factors.

BENEFITS

United Way Winnipeg offers opportunities for personal and professional growth in a rewarding career! We offer excellent benefits, including:

- Company paid Health and Dental Coverage
- Defined Benefit Pension Package with Company Match
- Generous Paid Time off and Holiday schedule
- Opportunities for professional development and career growth
- Flexible hybrid work arrangements to support work life balance

HOW TO APPLY



United Way Winnipeg is committed to achieving and maintaining a workforce that reflects the demographics of the communities we serve. Applicants are asked to self-declare.

We are committed to providing an inclusive, barrier-free work environment, beginning with the hiring process. Individuals applying for employment with United Way Winnipeg may request accommodation at all stages of recruitment and employment from the People & Culture team. All information received as it relates to accommodation will be kept confidential.

Please include a resume with your application. The closing date for this opportunity is March 28, 2025.

To apply, please visit our website or click [Apply today!](#)