



**TEACH FOR
ENSEIGNER POUR LE
CANADA**

JOB OPPORTUNITY WITH TEACH FOR CANADA Vice President of Growth and Partnerships (Parental Leave Contract)

Teach For Canada is looking for a dynamic, hard-working, team-oriented changemaker to lead our fundraising efforts.

The Basics

Job term:	Full-time, contract (parental leave cover)
Hiring salary range:	\$91,600 – \$103,180 per year, prorated to contract duration
Contract duration:	November 2021 – December 2022
Location:	Currently a remote working position due to COVID-19. Successful candidate will be required to report regularly to our Toronto or Winnipeg office, approximately two times per week, once deemed safe by public health guidelines to return to in-person activities.
Application method:	Cover letter and resume sent to apply@teachforcanada.ca
Closing date:	Until filled
ZOOM Interview process:	Intro Interview 1.5-hour interview 1 pre-interview task Virtual office experience
Required Experience:	5+ years of experience in fundraising, preferably in a broad range of fundraising portfolios, and/or communications, 2+ years of experience in management role, with demonstrated skills in creating a high-performance team and coaching team members
Desired Experience:	Demonstrated experience in strategic planning A solid track record of developing/cultivating major donors and securing contributions > \$500,000 Experience in capital campaigns would be deemed an asset Certified Fundraising Executive designation is an asset

Our Approach

Education in Canada is a success story. Study after study shows that our public schools are among the best in the world. But high overall quality masks deep inequality. Only 48 percent of First Nations youth living on reserve have a high school diploma. In the North, those numbers are even lower. And, too often, teachers arrive in northern First Nations without the preparation and support they need to succeed—and stay—in the classroom. The twin challenges of teacher supply and turnover compound [historical injustice](#) and [systemic inequities](#) to produce a statistical education gap between First Nations and non-First Nations communities.

Teach For Canada is a non-profit organization that works with northern First Nations to recruit, prepare, and support committed educator who will increase student outcomes in



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the North. This model has been defined by First Nations community partners, our Circle of Advisors, our Board of Directors, and experienced northern educators.

Our Culture

Teach For Canada has a supportive work culture and offers a variety of benefits to its team members including 3-weeks of annual vacation, access to mental wellness supports, flexible hours, and team-wide professional development opportunities. In addition to these perks and benefits, Teach For Canada also honours National Indigenous Peoples Day and the National Day of Truth and Reconciliation as statutory holidays; and the last week of every calendar year is paid time off too!

On our team we are fortunate to have a committed, experienced, talented, and humble group of leaders. Together, this team works hard to create meaningful impact. If you're looking for a fast-paced, innovative, energizing, and rewarding work environment, then we want to hear from you!

Your Responsibilities

The Vice President of Growth and Partnerships will report directly to the Executive Director and will work with our Board, Advisors, Community Partners, and team to lead our fundraising efforts. You will have three direct reports: Senior Growth and Partnerships Manager – Foundations portfolio, Growth and Partnerships Manager – Corporate portfolio, and Growth and Partnerships Manager – government portfolio. Specific responsibilities include:

- Manage development strategy and cycle to reach Teach For Canada's ambitious short and medium-term targets; this includes leading annual and quarterly review and planning on departmental objectives; leading strategic pivots; tracking performance through monthly quantitative analysis; as well as working with Team and Operations to regularly track revenue projections and ensure the effective stewardship of restricted donations.
- Serve as a member of the Senior Management Team, providing strategic thought and guidance on financial decisions affecting the organization by owning and executing on the organization's fundraising strategy and ensuring overall organizational compliance with the terms of restricted contributions.
- Drive Teach For Canada's donor pipeline strategies, ensuring that we are always planning ahead and maintaining a strong and diverse pipeline of prospects and donors, including leading a national prospecting and cultivation strategy to support organizational growth.
- Manage and coach fundraising managers to support and advance the goals of the department and organization. This includes supporting managers with prospect research, cultivation, solicitation, proposal development, grant writing, reporting, and stewardship and addressing escalated matters as needed.
- Develop fundraising materials that are strategically aligned, on brand, and represent Teach For Canada as a reputable, community directed, data driven organization that is worthy of significant philanthropic investment



- Serve as a primary contact for select major donors. Build relationships with major donors through email updates, in-person meetings, and other stewardship initiatives.
- Manage technology to improve program efficiency and effectiveness (we currently use Salesforce, Dropbox, and Google Drive). The Director also ensures team members are using tools effectively so that there is departmental data compliance and consistency.
- Work with the Executive Director to develop and execute a long-term fundraising strategy. This includes advising on development trends, with foresight, to help position Teach For Canada ahead of major fundraising changes or trends and to inform organizational growth strategy.
- Create a culture of philanthropy throughout the organization and strategically leverage the support of the Senior Management Team, Board Fundraising Committee, and Board of Directors to maximize Teach For Canada's fundraising potential.
- Collaborate with other departments to maximize Teach For Canada's collective impact and ensure policies and practices are aligned.

Your Fit

- **You are respectful of Indigenous cultures and histories:** You have a deep respect for the histories, cultures, and goals of Indigenous communities in Canada.
- **You are a builder.** You are a multi-talented go-getter who has unbridled ambition to create things: policies, structures, multi-year strategies, and more.
- **You have a proven track record.** You have experience in a related field and have demonstrated an ability to drive impact.
- **You are highly organized:** You have strong time management skills and prioritize to plan effectively and meet competing deadlines.
- **You are a skilled communicator:** Your verbal and written skills are impeccable; you can speak about complex situations clearly and compellingly.
- **You are a relationship-builder.** You build relationships with ease, you engage others around you, and you are a compelling storyteller.
- **You are tech savvy:** You are proficient in PowerPoint, Excel, and Word and have experience using CRM software; you stay informed about new innovations and learn other tech quickly.



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Application Process

Please send **one** PDF file containing your resume and cover letter, highlighting the skills and experience you will bring to this role, addressed to Zuzana Balazova at apply@teachforcanada.ca. Only candidates selected to move forward in the hiring process will be contacted.

Teach For Canada is an equal opportunity employer and is committed to building a diverse and inclusive team. As an organization that works with First Nations, we value Indigenous perspectives in the workplace and strongly encourage Indigenous candidates to apply.

Teach For Canada welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the hiring process.

This position involves overseeing the organization's finances, and as such, the successful candidate will be required to apply for and obtain a Criminal Record and Judicial Matters Police Check.