



## **PEDIATRIC ONCOLOGY GROUP OF ONTARIO (POGO)**

### **Development Officer – Corporate Partnerships & Major Gifts**

Interested in joining a small, dynamic charitable healthcare organization with a solid fundraising team working to achieve the best childhood cancer care system in Ontario and beyond?

Pediatric Oncology Group of Ontario (POGO) works to ensure that everyone affected by childhood cancer has access to the best care and support. POGO is seeking an energetic, collaborative individual to join our team as a full-time Development Officer. Reporting to the Chief Development Officer (CDO), the Development Officer collaborates on building and executing strategies to support the identification, cultivation, solicitation and stewardship of corporate partnerships and major gift donors. As a frontline fundraiser with annual revenue goals, the Development Officer spends a considerable amount of time with prospective and active donors as well as corporate partners. This position is supported by a solid Development team and a committed and engaged volunteer Development Cabinet.

#### **Here's what you'll be doing:**

Reporting to the Chief Development Officer (CDO), key areas of responsibility include:

- Working with the CDO to develop and execute portfolio strategic plans focusing on revenue generation opportunities and retention
- Building community relationships across Ontario with internal and external stakeholders, building valued and trusted partnerships to grow POGO's brand and opportunities
- Working with the Development team to create comprehensive strategies to move donors and prospects through the donor lifecycle and migrate where appropriate along donor continuum
- Working with the Communications team to develop and expand impact reports, proposals and recognition content
- Maintaining and growing the donor database (Raiser's Edge), working within protocols and procedures
- Engaging with prospects and donors in a donor-centric model of stewardship

#### **Here's what you'll need to be successful:**

- University degree, plus 5-7 years' comprehensive fundraising experience in a charitable organization; or an equivalent combination of education and experience
- Community college diploma or certificate in fundraising is an asset
- Fundraising accreditation is an asset
- A proven track record in securing gifts, developing third-party fundraising programs and managing relationships with corporate partners
- Proven program management capabilities with the demonstrated ability to drive and achieve financial targets
- Excellent oral, written and interpersonal skills, including demonstrated ability to develop and present strong cases for support





- Strong technical skills including experience with fundraising database applications (knowledge of Raiser's Edge is an asset), and ability to use and analyze data
- Understanding of corporate employee environments is an asset
- Superior organizational skills and an ability to meet deadlines
- Strong team player who is also able to work independently and with minimal supervision
- MS Office skills including Word, Excel, PowerPoint and Outlook
- Willingness to work outside of regular business hours and travel as necessary
- Valid driver's license and access to a vehicle

**Here's a bit about POGO:**

Pediatric Oncology Group of Ontario (POGO) works to ensure that everyone affected by childhood cancer has access to the best care and support. We partner to achieve an excellent childhood cancer care system for children, youth, their families, survivors and healthcare teams in Ontario and beyond. POGO champions childhood cancer care, and as the collective voice of this community, is the official advisor to Ontario's Ministry of Health on children's cancer control and treatment. POGO is a non-profit organization with charitable status, here for kids with cancer, for now, for life.

POGO offers a competitive compensation package including full benefits, participation in a defined benefit pension plan with HOOPP (Healthcare of Ontario Pension Plan) and flexible work arrangements. Our office is located in downtown Toronto, however, it is currently closed and all POGO staff are working remotely until further notice.

We believe diverse perspectives strengthen our ability to deliver on our mission, and that to achieve our vision of excellence requires an environment in which everyone feels welcomed and valued, including our team, and those we serve and with whom we work.

POGO is committed to meeting the accessibility needs of all applicants throughout the recruiting and selection process. Please let us know about any accommodation and/or support requirements.

For more information visit:

- [www.pogo.ca](http://www.pogo.ca)
- Facebook/LinkedIn:@PediatricOncologyGroupofOntario (POGO)
- Twitter/Instagram: @pogo4kids

**How to Apply:**

Interested applicants are invited to send their resume and cover letter as one attachment to [hr@pogo.ca](mailto:hr@pogo.ca)  
Applications accepted through to June 22, 2021

We gratefully appreciate all interest, however, only those selected for an interview will be contacted