



Job Advertisement

Let's Talk Science Director, Leadership Giving

Let's Talk Science is an award-winning, national charity focused on education and outreach to support youth development. Committed to inspiring and empowering youth in Canada to develop the skills they need to participate and thrive in an ever-changing world, Let's Talk Science offers programs, resources and services that motivate all ages to fulfill their potential by preparing them for future careers and roles as citizens. Through the creation and delivery of unique learning programs and services that engage children, youth and educators in science, technology, engineering and math (STEM), staff and volunteers support learning and skill development. Let's Talk Science believes equity, diversity and inclusion strengthen the community and enhance excellence, innovation and creativity. The organization is committed to employment equity, building a diverse workforce and accessibility for all employees and program participants. During its almost 30 years, Let's Talk Science has excited, inspired and engaged more than 11.5 million children, youth, educators and volunteers in STEM.

It is within this dynamic context that Let's Talk Science invites applications and nominations for the appointment of its inaugural **Director, Leadership Giving**.

Reporting to the Senior Director of Development, the Director, Leadership Giving ("Director") will be focused on growing \$1M+ donations by managing a portfolio of prospects in all aspects of the gift cycle including identification, qualification, cultivation, solicitation and stewardship activities to achieve annual team revenue targets. The Director will also contribute to the fund development forecasting and budget process, development of customized proposals, including budgets, with stewardship reports, donor and sponsor agreements, and donor correspondence and recognition. The Director will contribute to a collaborative and inclusive work culture, and build effective working relationships with internal staff, volunteers and external stakeholders. As an enthusiastic and well-informed spokesperson for Let's

Talk Science and its mission, the Director will collaborate with team members on events to raise awareness and support for the organization while ensuring donors are offered strategic opportunities for engagement in Let's Talk Science activities.

As the ideal candidate, you are a professional fundraiser who brings a depth of understanding of strategy and tactics for both philanthropy and sponsorships. You have demonstrated success in securing six and seven figure gifts from individuals, corporate donors, sponsors, and family foundations. You are skilled at working with donors to create legacy commitments, and with matching their interests to an organization's national and regional funding priorities. You possess sophisticated interpersonal skills, and excellent written and oral communications skills. Bilingualism in both of Canada's official languages (English and French) is considered an asset. Candidates must have post-secondary education from a recognized university or college, or an equivalent combination of education and experience in fund development. As Let's Talk Science's inaugural Director, you must have an excellent moral compass, adhere to the highest ethical standards, demonstrate an empathetic disposition, reflect an optimistic and positive attitude, and be sensitive to the privacy needs of donors, teams and program participants.

To apply or explore this exceptional leadership opportunity with Let's Talk Science, please submit a curriculum vitae along with a cover letter in confidence to **Jane Griffith** (jane@griffithgroup.ca) and **Denny Young** (denny@griffithgroup.ca), or visit <https://griffithgroup.ca/director-leadership-giving-lets-talk-science/>.

Location and Work Activity: Let's Talk Science staff work remotely and in one of three offices, and as such, we welcome applications from candidates across Canada. The organization will provide support for the set-up and connectivity of your office. The position requires work outside of regular hours and a willingness to travel to meetings on occasion.

COVID Policy: Let's Talk Science has a mandatory COVID-19 vaccination policy in place. Therefore, it is expected that the successful candidate will produce confirmation of vaccination or proof of a valid human rights exemption.

Equity Statement: *Let's Talk Science is committed to implementing the Calls to Action framed by the Truth and Reconciliation Commission. We acknowledge the shared lands we live and work on across Canada and that our national office is*

situated on the traditional territory of the Haudenosaunee, Wyandot and Anishinaabe peoples.

Let's Talk Science values the diverse and intersectional identities of its stakeholders and staff. Let's Talk Science believes equity, diversity and inclusion strengthen the community and enhance excellence, innovation and creativity and is committed to accessibility for all employees. We are committed to employment equity and building a diverse workforce reflective of Canadian society that will enrich our work and learning environment. Let's Talk Science seeks applicants who embrace our values of equity, anti-racism and inclusion. As such, we encourage applications from candidates that have been historically disadvantaged and marginalized, including applications who identify as First Nations, Métis and/or Inuit/Inuk, Black, racialized, a person with a disability, women, and/or 2SLGBTQ+.

All qualified applicants are encouraged to apply; however, in accordance with Canadian immigration requirements, Canadian citizens and permanent residents will be given priority. We are committed to providing accommodation to those with a disability or medical necessity. If you require an accommodation in order to participate in the recruitment process, please notify Jane Griffith at Griffith Group (jane@griffithgroup.ca) and we will work together on the accommodation request.

We thank everyone for their expression of interest and are truly appreciative of the time individuals put into applying. However, with the limitations on time only those selected for an interview will be contacted.