



Senior Director of Development, Events, and fundraising

Description of position: Full-time, permanent position

The One Drop Foundation doesn't just offer you a job; we invite you to be part of something extraordinary. We're looking for people who are not only motivated by their career aspirations, but also passionate about making a significant impact on the world.

Would you like to join a Foundation recognized for its mission and impact around the world?
Welcome to the ONE DROP Foundation!

The ONE DROP Foundation is looking for a Senior Director of Development, Events and Fundraising up for the challenge of growing and developing revenue in a stimulating and ever-expanding work environment. Reporting to and partnering with the Vice-President, Marketing and Events, the incumbent strives to identify and execute revenue generating initiatives including events in Canada, USA and around the world.

Why choose us?

An ambitious and dynamic non-profit created in 2007 by Guy Laliberté—founder of Cirque du Soleil—ONE DROP is an organization that works to ensure that everyone has access to water, today and forever.

Our Team

Such an ambitious mission calls for extraordinary actions by exceptional people. Paving the way into uncharted and inspiring territory, our people seek to turn the challenges they face into opportunities. Are you one of these leaders? Do your energy, passion, and determination motivate and inspire those around you? Then come join our team of exceptional humans!

Main responsibilities

Reporting to the Vice-President, Marketing and Events, the Senior Director of Development, events and fundraising will be responsible for:

Strategic Planning

- Plays a leadership role in planning, implementing, coordinating, and managing the revenue strategies in support of the One Drop Foundation with the clear objective of securing significant funding commitments/sponsorships from corporations, foundations and HNWI (High Net Wealth Individuals) for events and the mission
- Develop and put in place short-and long-range strategic plans with a primary focus to develop new opportunities, while maintaining and scaling events
- Participate in the development of partnership strategies and identify partners and relationships that will support One Drop Foundation's priorities
- Conducts a strategic watch in the events sector to identify innovative initiatives and trends that could potentially be applied to One Drop Foundation's event strategies
- Other related tasks



Development

- Identifies revenue growth and development opportunities via fundraising projects and fundraising events in Canada, the USAP and abroad
- Conducts feasibility and risk assessments on a yearly basis or when new opportunities arise
- Contributes to developing partnerships that will enhance brand value and grow revenue
- Helps source and secure project ambassadors from niche sectors that generate revenue and nurtures these relationships
- Negotiates and executes sponsorship agreements (activation, integration, visibility, and so on)
- With the support of the Director of Corporate Communications and the communications hub, actively participates in designing promotional event plans and selecting the most advantageous communications tools for each project
- Other related tasks

Operation planning – In partnership with the Director of Operations, Marketing and Events

- Provides strategic and operational leadership in the planning, development, implementation, and ongoing review development plan
- Oversees the logistical operations and management for each event project or campaign in Canada, USA and abroad
- Manages the overall budget (revenue forecasts, expenses), and human resources needs required to develop fundraising projects and events per project or event
- Negotiates the collaboration terms with event suppliers and partners (event outsourcing) and ensures follow-up on deliverables and milestones
- Drafts follow-up reports for the various projects for accountability reporting for internal and external governance
- Other related tasks

Relationship Management (Stewardship)

- Proactively instills and nurtures positive, collaborative relationships with stakeholders to discover and understand their business objectives and their potential connections and alignment with the foundation.
- Work collaboratively with the Co-CEO and the revenue generation team to design highly competitive engagement, solicitation and stewardship plans and strategies

Your experience

- Minimum of 8-10 years in a similar position and an excellent track record of achievement and success for partner business development, fundraising and event management.
- Events experience (a major asset)
- Knowledge of the not-for-profit sector
- Experience working with an organization with international initiatives (an asset)
- Experience or keen interest in working with an organization that has a social mission

Your skills

- University degree in marketing, sales, management, or other relevant discipline
- Excellent relationship-building, awareness-raising, and solicitation skills with current and potential ambassadors
- Next-level command of English and French, both spoken and written



- Fluency in Microsoft Office (Word, Excel, PowerPoint, etc.) and well-versed in social media platforms
- Strong organizational, prioritizing, and multi-tasking abilities

- A history of planning, organizing, and supervising savvy across areas of activity
- A knack for fostering positive relationships

Pertinent information

- The workplace is at the office of the One Drop Foundation located at 8400 avenue du Cirque, Montreal, H1Z 4M6
- Possibility of telecommuting in accordance with the current Telecommuting Policy
- When conditions permit and/or as needed, the position requires international travel (less than 20% of the time)

The One Drop Foundation is committed to ensuring a diverse and inclusive workplace that offers equal opportunities to all. We make every effort to attract and retain the best candidates, regardless of age, skin color, origin, religion, sex, gender, sexual orientation, gender identity or any other characteristic. It is based on the principle that everyone benefits from a welcoming and diverse workplace.



We're looking for friendly people who share our values. Does this sound like you?

- Creative, resourceful, dynamic, and motivated
- Highly professional with deep interpersonal intelligence
- Disciplined, independent, and detail oriented
- Proven track record of being an effective team member who actively contributes to achieving goals in a complex, fast-paced environment
- An attitude that's proactive, flexible, leadership-focused, and initiative-based

Good to know

- Primary workplace is located at the One Drop Foundation's offices: 8400 Avenue du Cirque, Montreal (QC) H1Z 4M6 CANADA
- Remote work options available (as laid out in the organization's remote work policy)
- When possible and/or as required, this position involves travel (less than 20% of the time)

At ONE DROP, we take care of our employees

- Flexible work schedule and possibility of working remotely
- Group insurance plan (drug, medical, vision, dental, travel, disability, life)
- Group RRSP after 6 months on the job
- Telemedicine platform providing access to online health specialists
- Employee assistance program (access to confidential consultation services)
- Social committee and group activities
- EDI Committee
- Summer hours

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To apply, send your CV and cover letter to contact@ONEDROP.org

Thank you to all applicants. Only selected candidates will be contacted.