



**Position Title:** Director of Revenue Development

**Position Location:** Toronto, Ontario

**Anticipated start date:** September 3, 2019

**Application closing date:** Position will remain open until suitable candidate identified

**Salary range:** \$100,000 to \$120,000, plus benefits

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Wildlife Conservation Society (WCS) Canada strives to protect Canada's wildlife and wild places by bringing science to conservation action. Our "muddy boots" work provides a critical foundation of knowledge to inform decisions and help Canadians understand the risks, impacts and consequences of the choices we make for wildlife and the environment.

At WCS Canada, we are a medium-sized charity (about \$5 million in annual revenue). We have a small, strong, and dynamic Executive Team providing leadership to a team that has achieved significant conservation and organizational success. To continue on this path we need to build our revenue to keep pace with our ambitious goals, and to grow our base of funders and prospects.

We are looking for a motivated, experienced fundraising professional to join our team and provide the necessary leadership and support for powering our conservation success. This is an exciting opportunity to build and develop new fundraising initiatives – to both lead and be part of reinvigorating our vision and shaping a strategic plan for revenue development. We encourage applicants who think outside the box, who can help set us apart from other conservation organisations, and who will encourage colleagues to rise to new heights.

We believe in working together and we hope to find someone who, as an important member of our senior management team, wants to both coach and learn, be a part of a good, strong team and who is looking to making a career at WCS Canada. We need someone who is driven, sets lofty goals and goes for it, while understanding and supporting WCS Canada's mission, vision and values.

**Here is an outline of some of the major contributions you'll be making at WCS Canada:**

- Develop, lead and mentor a small fundraising team based on industry best practices while embracing WCS's mission and vision in Canada.
- Oversee all aspects of fundraising, donor relations, and marketing and communications.
- Strengthen the major donor program; build a stewardship plan based on genuine relationships.
- Work within the senior management team to develop fundraising priorities
- And most importantly, grow unrestricted funds and broaden our community of major donors so WCS can have a growing impact on conservation in Canada.

**The skills and attributes we believe you need to be successful:**

- A post-secondary degree or diploma.
- Minimum five years leading fundraising at a similar-sized organisation.
- Exceptional communication skills – both written and oral; including tell stories that captivate a room and inspire action.
- Financial acumen – know how to forecast, plan and analyse.

- Project management – develop effective strategies, timelines, and keep everything on track
- Active listening skills as a critical element of forging authentic relationships
- A competitive spirit – you aim high and like winning.
- Team player – we have a strong team and we want you to join in.
- Respect for everyone in the workplace, a willingness to pitch in, and an attitude that everyone deserves patience, and kindness.
- A sense of humour.
- If you already know Salesforce, that's a bonus.

**Here's what we offer:**

- The opportunity to shape and build a fundraising program for one of the world's most critical and time-sensitive priorities – the conservation of wildlife and wild places
- A competitive salary – up to \$100,000 - \$120,000 per year, commensurate with experience
- A comprehensive benefits package
- Professional development opportunities
- Really great colleagues who are fun and have fun
- A smallish Toronto head office for WCS Canada, as part of a large global organisation (headquartered in New York)
- Start date of September 2019

**To Apply:**

[Apply online](#). Submit a cover letter and resume. In addition, you may submit any additional documents in support of your application.

**Position Inquiries:**

Biz Agnew, Director of Philanthropy  
416-850-9035 x 25  
eagnew@wcs.org

**About WCS Canada**

*WCS Canada was established as a Canadian conservation organization in July 2004. Our mission is to conserve wildlife and wildlands by improving our understanding of and seeking solutions to critical problems that threaten key species and large wild ecosystems throughout Canada. We implement and support comprehensive field studies that gather information on wildlife needs and then seek to resolve key conservation problems by working with a broad array of stakeholders. We also provide technical assistance and biological expertise to local groups and agencies that lack the resources to tackle conservation concerns. WCS Canada is independently registered and managed, while retaining a strong collaborative working relationship with sister WCS programs in more than 55 nations, including an integrated North America Program. The Wildlife Conservation Society ([www.wcs.org](http://www.wcs.org)) is a recognized global leader in conservation and for more than a century has worked in North America promoting actions such as bison reintroduction, pioneering field studies, parks creation, and legislation to protect endangered wildlife.*