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| <b>Job Posting #</b>        | 2018-040   |
| <b>Title:</b>               | Manager, Learning Partnerships (Business and Fund Development) |
| <b>Classification:</b>      | Manager  |
| <b>Employment Duration:</b> | Contract, Full Time (12 months - possibility of permanent)     |
| <b>Salary Range:</b>        | \$85,719 - \$107,113   |
| <b>Location:</b>            | Toronto, ON  |

The Ontario Association of Children's Aid Societies (OACAS) has represented Children's Aid Societies in Ontario since 1912, providing service in the areas of government relations, communications, information management, education and training to advocate for the protection and well-being of children.

OACAS seeks a result oriented, innovative and collaborative leader responsible for developing and managing corporate partnership program(s) and funding activities for OACAS Learning. Reporting to the Director, OACAS Learning, the **Manager, Learning Partnerships** (Business and Fund Development) will further enhance the mandate of OACAS Learning to support Ontario Children's Aid Societies and supporting children, youth and families by providing increased partnership opportunities with organizations and stakeholders.

This position will be responsible for OACAS Learning business and fund development, researching new funding, business and partnership opportunities, exploring new revenue streams, identifying potential areas for development and growth, as well as strategizing and carrying out the initiatives and tactics required to meet those ends.

This will include broadening the training/learning relationship between OACAS and Child Welfare agencies, other children and human service sectors/organizations, child welfare agencies and governments outside of Ontario that deliver child welfare/child protection services, University and Colleges and other broader stakeholders. This role will also lead opportunities with private and public foundations and non-traditional funding sources to advance training and learning opportunities for OACAS Learning.

A copy of the full job description is available online at <http://www.oacas.org/wp-content/uploads/2018/01/Job%20Description%20-%20OACAS%20-%20Manager%20-%20Learning%20Partnerships.pdf>

### **Qualifications:**

#### **Education and Experience**

- Minimum undergraduate degree in Business, Finance, Business Development or other equivalent education and experience
- Minimum of 5 years progressive management/leadership experience in fund development, business development, fund raising, etc.
- Progressive experience in sales, business development, fund development and/or professional account management

- Knowledge of federal and provincial funding programs and policies
- Demonstrated experience negotiating contracts and agreements
- Demonstrated leadership skills, strong project and time-management skills, attention to detail, and problem-solving skills
- Demonstrated ability to manage relationships and complex negotiations
- Excellent oral and written communication skills, including excellent presentation skills
- Excellent interpersonal, communications, presentation, collaboration and relationship management skills to build effective working relationships with the Ministry, partners, colleagues and staff.
- An open and collaborative management style that promotes partnerships and builds trust
- Excellent negotiation and customer relations skills, and the ability to adapt to the complex and changing human services, not for profit and government environments
- Ability to work independently and in a collaborative environment,
- The capacity to work effectively and efficiently in a complex, fast-paced and changing environment with numerous deadlines and priorities
- Strong analytical skills, accurate data interpretation capability and the ability to integrate report data from various sources
- Well-developed problem-solving skills to assess issues and implement or recommend effective solutions
- Knowledge of learning programs and training
- Understanding of equity, diversity and inclusion principles
- Strong strategic thinking, planning and writing skills to develop and implement business development strategies and plans
- Financial management skills to develop, manage and report on the business development budget

#### **Assets**

- Bilingual English/French
- Experience working with Indigenous/and or Francophone communities

**APPLY ONLINE at <https://jobs-oacas.icims.com/jobs/intro> by end of day Friday November 2, 2018. Please attach cover letter and resume in one file.**

*We thank all candidates for their interest; however only those considered for an interview will be contacted.*

*OACAS is committed to building a diverse workforce representative of the communities we serve. We encourage and are pleased to consider applications from all qualified candidates, without regard to race, colour, citizenship, religion, sex, marital / family status, sexual orientation, gender identity, aboriginal status, age or disability.*

#### **Accommodation at OACAS**

*We are committed to a selection process and work environment that is inclusive and barrier free. Accommodation will be provided in accordance with the Ontario Human Rights Code. Applicants are required to make any accommodation requests for the application, interview or selection process known in advance by contacting the Human Resources Department at 416 987-7725. Human Resources will work together with the hiring committee to arrange reasonable*

*and appropriate accommodation for the interview or selection process which will enable you to be assessed in a fair and equitable manner.*