

Manager of Philanthropy Chor Leoni – Vancouver, BC

Who we are

Chor Leoni is a community dedicated to changing lives through music. Over 30 years, we have combined world-class excellence with a dedication to the community where we live, and this dedication is present in all that we do: inspiring audiences, training artists, educating youth, and advancing the choral art form by creating, promoting, and presenting choral music.

This dedication also translates to our singers, community, volunteers, and staff. As a result, Chor Leoni has been recognized internationally through numerous festival awards and the Margaret Hillis Award, the most prestigious honour awarded by the professional organization Chorus America.

With more than 15 concerts a year, numerous local touring and charity performances, two youth education programs, an international choral summit, a composition competition, and robust digital programming, Chor Leoni is one of North America's most active choral organizations. This activity is supported by a committed, tight-knit team dedicated to advancing the choir's vision, mission, and values. This mission-driven approach inspires all of our work and is at the heart of the choir's impact, engagement, and success.

Chor Leoni consists of both the Chor Leoni Society which runs our day to day operations, and the Chor Leoni Foundation, responsible for managing Chor Leoni's Endowment Funds.

Job description

Chor Leoni is seeking a Manager of Philanthropy to help elevate all of our robust fundraising activities. In addition to engaging 15,000 audience members, 10,000+ consistent digital viewers, 200 young choral singers, and our 70-member volunteer choir, your work will help define the future of Chor Leoni and the broadening impact we hope to have on the world. You will drive fundraising efforts for a \$1M+ budget and more than \$400K in fundraising revenue. You'll work closely with the Executive Director and enjoy innovative and creative fundraising work across several fundraising areas.

As a fundraiser, you believe that deepening engagement is at the core of everything we do. You have an understanding of fundraising practices, including major gifts, planned giving, annual giving, and sponsorship, and how they all contribute to a successful fundraising program. You have a passion for the "science" of fundraising, seeking new best practices and digging for ways to implement them in a dynamic context. You also have a deep appreciation for the "art" of how philanthropy is a means to help someone make a difference in the world. You have an entrepreneurial spirit, like to build new systems and practices, and are keen to dissect current systems to see how we can do better. You're a stellar writer and communicator, able to

translate impact into tangible concepts that everyone can understand. You're well organized and have a strong ability to prioritize.

What you'll *actually* do

- Provide input and insight on Chor Leoni's overall fundraising strategy across the broad spectrum of fundraising functions
- Ensure that donors, sponsors, and grantors feel fantastic about supporting Chor Leoni and understand the deep impact they are having on the community
- Manage Chor Leoni's sponsorship program to ensure meaningful community connections that support the mission, vision, and values of Chor Leoni
- Support the Executive and Artistic Directors in identifying, developing, and maintaining meaningful relationships with the broader Chor Leoni community to advance Chor Leoni's mission, vision, and values
- Grow Chor Leoni's planned giving program to foster the long-term vision and impact of Chor Leoni through the Chor Leoni Foundation
- Maximize Chor Leoni's philanthropic support from Foundations and Grants
- Support all of Chor Leoni's events with an eye for relationship management, help drive fundraising for our annual gala, and take a leadership role in organizing stewardship events
- Manage Chor Leoni's Annual Giving programs and campaigns, and maximize opportunities for the community to support the work of Chor Leoni
- Manage all administrative elements related to our fundraising activities with the support of your Chor Leoni team members
- Work closely and collaboratively with the Executive Director

What you're great at

- Written, oral, and interpersonal communication and communicating with people from diverse racial, ethnic, and socioeconomic backgrounds, including some of Vancouver's most prominent philanthropists.
- Fundraising and fundraising best practices across several fundraising functions, ideally with 3+ years of fundraising experience
- Building a sponsorship program that delivers excellent value to corporate stakeholders
- An understanding of the needs, wishes, and desires of others to best fulfill grantor, donor, and sponsor wishes
- Prioritizing, multitasking, and juggling several projects at the same time while delivering results in a fast-paced environment
- Uncovering new opportunities for funding
- Analyzing results and implementing change

This is an independent contractor position working roughly 30 hours (4 days) a week, mainly out of Chor Leoni's office but with the opportunity to be flexible and work from home at times.

Remuneration for this role will be \$60K - \$70K, commensurate with experience. We encourage applicants at varying degrees of their fundraising career to apply. Our business is concerts and events, so some evenings and weekends are required (but they should be the best part of the job!). You'll work on a small, dynamic team, and your contributions will help advance Chor Leoni's mission, vision, and values.

Your successful efforts will ensure we build stronger relationships with our community, which will ultimately allow us to have a more profound impact through our work.

If this sounds like an opportunity for you, reach out to us at apply@chorleoni.org with the subject line MANAGER OF PHILANTHROPY. We're open to a variety of backgrounds and experiences, but show us that you're the right fit with your cover letter and resume. Applications are open until the right candidate is found. We sincerely appreciate your effort in crafting a thoughtful application. Unfortunately, only candidates moving on to the interview round will be contacted.

Chor Leoni is committed to building a diverse staff and strongly encourages applications from equity-seeking, underrepresented, or marginalized communities.