



About Easter Seals

One in five (22%) Canadians aged 15 years and over has one or more disabilities. In British Columbia and the Yukon, approximately 750,000 adults and 26,000 children have a disability that limits their independence and quality of life.

Now in its 75th year, Easter Seals BC & Yukon is one of British Columbia's legacy charities operating for over six decades to provide programs and services to better the lives of children and adults with diverse abilities. Operated by the BC Lions Society for Children with Disabilities (Society), Easter Seals BC & Yukon has helped 1.1 million families in need through transportation services, Easter Seals Camps, educational classes, Easter Seals House, post-secondary bursaries at regional colleges and universities, community access services, and patient care programs.

As a registered charity, the Society relies on the generosity of donors to fund their programs and services. Through individual and corporate giving, grants, special events, and major gifts and bequests, the Society directs and stewards its funds with the strategic guidance and fiduciary oversight from its Board of Directors.

Mission

Inspire communities across BC and the Yukon to support, and enable access for, individuals with disabilities.

Vision

Enable abilities in our communities.

Our Values

- **Excellence:** We strive to be the best in all that we do.
- **Relevance:** We commit to effectiveness, sustainability, and continuous improvement.
- **Integrity:** We are trustworthy and accountable.
- **Inclusive:** We treat everyone with respect, embrace diversity, and value the contributions of individuals and communities.
- **Collaboration:** We foster teamwork and build collaborative relationships.
- **Access:** We champion improved access for individuals with disabilities.

What You'll Do

Are you passionate about building relationships and driving philanthropic support to create meaningful change? Easter Seals BC & Yukon is seeking a Philanthropy Specialist, Major Gifts to spearhead donor engagement and fundraising initiatives in Victoria, BC, and across Vancouver Island. Reporting to VP, Capital Campaign, this critical role will focus mainly on advancing our Campaign to redevelop Camp Shawnigan, while supporting other key organizational priorities.

Key Responsibilities:

Donor Identification, Cultivation, and Stewardship:

- Lead major gift solicitation efforts to support the Campaign to redevelop Camp Shawnigan.
- Build and maintain strong relationships with donors on Vancouver Island, ensuring personalized engagement and stewardship is aligned with their interests.

Fundraising Campaigns and Events:

- Work collaboratively with the VP, Capital Campaign and the Campaign Cabinet to plan and execute cultivation events and fundraising initiatives across Vancouver Island.
- Implement tailored fundraising strategies to engage individuals, corporations, foundations and community groups.

Grant Writing and Corporate Fundraising:

- Research and prepare compelling grant proposals to secure funding from foundations, government programs, and other granting bodies.
- Identify and secure corporate partnerships and sponsorship opportunities to maximize fundraising outcomes.

Volunteer Management:

- Work directly with a team of passionate volunteers while lending your expertise to support fundraising activities, events, and donor engagement.
- Attend cabinet and committee meetings as required.

Data Management and Reporting:

- Maintain accurate and up-to-date donor records in Salesforce to ensure effective moves management and stewardship of Campaign donors.
- Track and analyze donor activity, providing regular progress reports on fundraising efforts and outcomes.

Collaboration and Innovation:

- Act as a regional ambassador for Easter Seals BC & Yukon Campaign, building partnerships and fostering collaboration with local stakeholders.
- Bring creative and innovative ideas to enhance fundraising success and donor experiences.

What you bring

- Bachelor's degree in a relevant field or five years or more of professional experience in major gifts and/or campaign management is required.
- Professional certification (CFRE) in progress or achieved is an asset.
- Proven track record of cultivating and stewarding donor relationships and achieving revenue growth.
- Significant experience working with major gift donors, securing five and six figure gifts.
- Excellent writing and editing skills.
- Highly organized, goal-oriented, self-motivated, reliable, and detail-oriented.
- High regard for donor privacy and confidentiality.
- Exceptional interpersonal and communication skills, with the ability to inspire and engage diverse audiences.
- Ability to balance competing priorities and deadlines.
- Proficiency in CRM platforms like Salesforce or Raiser's Edge.
- Valid Class 5 driver's license, with the ability to travel throughout Vancouver Island.
- Flexibility to work occasionally evenings and weekends for events and donor meetings.

What's In It for You?

At Easter Seals BC & Yukon, we invest in our team members to ensure they thrive in their roles and contribute to our mission. We offer:

- The salary range for this position is \$75,000 – \$87,000
- This salary is based on a 37.5-hour workweek.



- The compensation package also includes a comprehensive extended benefit package.
- Four weeks' vacation paid sick time, and other time off to support personal wellbeing.
- The opportunity to work remotely with flexible scheduling.
- Ongoing training and development opportunities.
- A stimulating and meaningful work environment focused on making a difference.
- A commitment to diversity, equity, inclusion, and accessibility, ensuring all team members feel valued and supported.

Join Us

If you're ready to inspire communities and empower abilities while driving impactful philanthropic initiatives, we'd love to hear from you! Apply today and be part of our mission to redevelop Camp Shawnigan and create a more inclusive future.

To apply, please send an email to mleland@eastersealsbcy.ca with your resume and cover letter before March 21, 2025. If you have any questions, don't hesitate to contact us.

Diversity, equity, inclusion, and accessibility are essential to creating a meaningful and vibrant workplace. At Easter Seals BCY, we are committed to building a strong and representative team and encourage applications from members of all communities who are disadvantaged under the BC Human Rights Code. Easter Seals BCY is also committed to developing an inclusive, barrier-free selection process and work environment. Please advise if you require any accommodation measures to ensure you will be interviewed in a fair and equitable manner. Information received relating to accommodation requests will be treated with confidentiality.