



Development Consultant
Contract, 6 months (60% Full Time Equivalent)
Compensation: \$30000
Where: Victoria, BC (Flexible, Hybrid)

The Existence Project (www.theexistenceproject.ca) is a charitable initiative **with a mission to** humanize homelessness. **We envision** communities as a place where everyone feels at home. **We fulfil this purpose by providing pathways for unhoused community members to share their story, creating places for housed and unhoused communities to build connection and understanding and building networks of solidarity to amplify action and change policy.**

The Existence Project is a project on MakeWay's shared platform and the selected candidate will be an employee of MakeWay. MakeWay is a national charity and public foundation with a goal to enable nature and communities to thrive together. We do this by building partnerships, providing solutions, grants, and services for the charitable sector across the country.

The Position:

The Existence Project is looking for an experienced and dynamic Development Consultant to join our growing organization. This part-time role will oversee our fundraising operations and is responsible for maintaining strong relationships with our major donors. The Development Consultant will also play a key role in shaping our fundraising strategy and driving our mission forward. Upon the successful completion of the contract, individuals will have the opportunity for contract renewal and/or the potential for full-time employment within our organization. This is contingent upon their effective performance and fulfillment of their duties.

Key Responsibilities:

- Develop, implement, and evaluate a comprehensive fundraising strategy including major donor relations, fee for service initiatives and monthly giving campaigns.
- Oversee a comparative analysis of our fundraising strategies and outcomes.
- Oversee the use of our CRM system to effectively track donor relations and engagement.
- Collaborate with the executive team on strategic planning and execution.
- Develop and maintain strong relationships with major donors, ensuring their continued support and engagement.
- Oversee and ensure compliance with all relevant regulations and ethical standards in our fundraising efforts.
- Present regular reports to the leadership team on fundraising progress, donor engagement, and future strategies.

Toronto
makeway.org
832 College St.
1.866.843.3722
Toronto, ON M6G 1C8

Vancouver
400-163 West Hastings St.
Vancouver, BC V6B 1H5

Yellowknife
300-4902 49 St.
Yellowknife, NT X1A 2P8



Qualifications:

- Significant experience in fundraising and donor relations
- Exceptional interpersonal skills with the proven ability to build relationships with a wide range of individuals from diverse backgrounds
- Experience with CRM systems and understanding of how to leverage them to increase donor engagement and support.
- Excellent leadership and team management skills.
- Strong strategic thinking, with the ability to lead the development and implementation of comprehensive fundraising strategies.
- Exceptional communication and presentation skills, both written and verbal.
- Ability to work independently and manage multiple priorities effectively.
- Alignment with the goals and values of The Existence Project
- Familiarity of and/or lived experience of diversity, as it relates to the lived experience of homelessness, is considered a strong asset

How to Apply:

Interested candidates are encouraged to submit a cover letter and resume to info@theexistenceproject.ca. Applications will be accepted until the position is filled.

Our organization is committed to fostering an inclusive, diverse, and respectful workplace. We welcome applications from all qualified individuals, regardless of race, gender, disability, or any other identifying characteristic.

For more information about The Existence Project and MakeWay, please visit:

<https://www.theexistenceproject.ca/>
<https://makeway.org/solutions/shared-platform/>

The Existence Project and MakeWay are strongly committed to creating a diverse workplace environment and we welcome and encourage applications from the communities we serve. We are proud to be an equal opportunity employer and will provide accommodation during all steps of the hiring process, upon request, to applicants with disabilities. Please advise us if you need any accommodation.

Thank you to all those expressing interest in the position, however, only those applicants invited for an interview will be contacted. Thank you for your interest!

We will accept applications until the position is filled. No phone calls or recruiters please

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