



We're hiring!



Head, Partnerships and Major Gifts

Strategic and External Affairs

ME-08 - \$101,720 to \$124,050 per year

Permanent Full-time position (37.5 hours per week))

Work Location : Natural Heritage Campus (NHC) - Gatineau, QC)

Selection process number: 2090-CMN-24-0C-053

Your place at the Museum

We value diversity and believe we benefit from working in a place where everyone feels included and where the unique qualities and strengths inherent in a diverse workforce are combined. We welcome applications from persons who may identify as a member of one or more other equity seeking groups (for e.g. women, visible minorities, Indigenous peoples, persons with disabilities, 2SLGBTQIA+, religious or cultural minority).

You have a place at the Museum!

About the position

The Head, Partnerships & Major Gifts is responsible for contributing to the financial sustainability of the museum over-and-above baseline appropriations and operating revenues by leading fundraising (e.g., corporate sponsorships) and major gift philanthropy (e.g., institutional giving) activities, in-line with the mandate and strategic objectives of the Canadian Museum of Nature (CMN). The Head plays a critical role in fundraising for research (incl. fieldwork), exhibitions, education, collections, and public engagement initiatives, inter alia.

A key member of the Strategic & External Affairs (S&EA) business unit, the Head manages the planning, development, and implementation of effective major gifts and sponsorship pipeline and program. Focused on high-value, long-term relationships of \$100,000 or greater, the Head leverages industry knowledge and networks in support of CMN's mission.

Working at the museum means:

- Contributing to an engaging mission as well as exciting projects and challenges
- An inclusive, friendly and safe work environment
- A competitive salary established by collective agreements
- Access to federal public service group insurance and pension plans

Eligibility criteria

This position is open to all Employees of the Canadian Museum of Nature and any members of the public who meet the qualifications below.

**Candidates must be legally entitled to work in Canada.*

Education and training:

Degree in Commerce with a specialization in Marketing / Sales and/or acceptable combination of education and experience in related field. Certified Sales Professional (CSP) and/or Certified Fundraising Executive (CFRE) designation is an asset.



Language requirements:

English and French are essential.

Bilingual non-imperative (CBC/CBC).

Experience:

- Minimum 7-10 years of fundraising experience and a proven track record of success in cultivation, solicitation and closing of sponsorships and corporate gifts in the \$100K-\$1M range.
- Experience in engaging in and managing C-Suite (corporate level) relationship building.
- Experience in working with community and business leaders as well as interdisciplinary teams.

Interested? [APPLY!](#)

The Canadian Museum of Nature is committed to inclusive and barrier-free selection processes and work environments. If you are invited to participate in the selection process, we encourage you to advise us of any accommodation you may require. This information will be treated as confidential.

The Statement of Qualifications, providing greater detail about the skills, knowledge and aptitudes needed for this role, can be obtained by contacting the Museum at competition@nature.ca.

All candidates must submit a cover letter and curriculum vitae outlining how their experience and training meet the requirements listed above.

Send your application by filling in the [form on the Museum's Careers](#) page where you can upload your cover letter, curriculum vitae and any other required documents.

Canada

Apply Now !
CLOSING DATE:
October 31th, 2024