

# fundraising specialist, experienced in annual giving and direct response campaigns

## overview

Are you an experienced fundraising specialist looking to make a difference in the world? Are you passionate about the non-profit sector and its critical role in building and sustaining healthy, inclusive communities? Do you thrive on variety, collaboration and finding creative solutions in a high-energy, fast-paced environment? Are you comfortable thinking and strategizing at a 50,000-foot level but not afraid to roll up your sleeves and get the work done? Are you a team player that values a culture of respect, collaboration, and curiosity?

Bespoke Social Profit Solutions is looking for a Fundraising Specialist to support our client services team. The role will hold a diverse portfolio of clients, helping them meet their development and philanthropic goals.

## about bespoke

Bespoke is a boutique, principal-driven consultancy based in Calgary, AB, with almost a decade of success in crafting strategic and creative solutions for the social profit sector (strategic planning, fundraising, marketing, and communications). We help non-profit organizations succeed by developing forward-looking plans, recruiting creative leadership, building capacity, developing, and delivering on campaigns, and much more.

We are a team of experienced results-achieving, energetic leaders. We are highly professional and polished but not the least bit stuffy. We love our work but equally value family, fun and adventure. We support each other and embrace a team-oriented approach, bringing diverse skills to creatively seek client solutions.

## job description

- You will manage a diverse group of clients and contracts across a variety of non-profit sectors such as health care, social services, education and recreation.
- As a member of our team, you will provide leadership and develop strategy for increasing our clients' financial resources through a comprehensive annual giving program.
- Leveraging your strong attention to detail, you will develop reports, proposals, presentations and strategies with project teams to meet client needs.
- Ensure a strong stewardship program for annual donors is in place to strengthen and build connections and future revenue initiatives for our clients.
- Lead direct mail initiatives, specifically focused on increased acquisition, donor retention, revenue growth, and donor upgrades.
- You will collaborate with the team and our diverse roster of clients to provide strategies and next steps for pipeline management, fundraising team development and stakeholder engagement.
- With your experience and understanding of the non-profit sector, you will be an active contributor to cultivating and growing new client relationships and implementing the goals of Bespoke's Strategic

Plan.

- In every aspect of the role, you will adhere to ambitious timelines while maintaining flexibility in your approach.
- You will be comfortable working from home and, from time to time, in client offices. Hours are flexible, but we will require a minimum commitment of four business days per week.

## qualifications and skills

- 5+ years of fundraising experience with demonstrated success with campaigns, grant writing, annual giving, direct response campaigns, data analytics and revenue diversification strategies.
- Bachelor or advanced degree in a related field (business, marketing, communications, non-profit management, fundraising).
- Experience with annual giving campaigns such as general donations, direct response, crowdfunding, and membership drives.
- Superior listening skills and the ability to interpret the concerns and interests of potential stakeholders and translate them into attractive opportunities for investment.
- Exceptional organizational, interpersonal and communications skills, both written and verbal. You can use the right words to convey emotion or ideas.
- Adaptable, quick to learn, self-directed and goal oriented.
- Team leader/team player - proven ability to lead, motivate and compel others to act.
- Strategic thinker, ability to delegate but also ready to roll up your sleeves and execute.
- Self-reflective. You know exactly what your strengths are, where you want to grow and where you need to defer to your colleagues or other expertise to ensure a job well done.
- Comfortable working and reporting to multiple stakeholders.
- Able to work well under pressure, complete multiple assignments and function effectively in a high-volume workplace with tight deadlines.
- Experience working in consulting services and a Certified Fund-Raising Executive (CFRE) designation will be considered assets.

Bespoke offers a competitive compensation package commensurate with experience.

If this sounds like your dream role, please send a resume and cover letter to [connect@bespokeconsult.com](mailto:connect@bespokeconsult.com).

This posting will remain open until the position is filled. Only applicants selected for an interview will be contacted.

*As an equitable and inclusive employer, Bespoke recognizes that a diverse staff benefits and enriches the work experiences of the entire team and greater community. We are committed to removing barriers that have been historically encountered by some people in our society. We strive to recruit individuals who will further enhance our diversity and will support their professional success while they are with us. In particular, we encourage members of the following groups (women, Indigenous peoples, persons with disabilities, members of visible/racialized minorities, and diverse sexual orientation and gender identities) to apply. We encourage all qualified applicants to apply, however preference will be given to Canadian citizens and permanent residents of Canada.*