



**Job Posting: Development Manager (Mental Health Charity)
Remote position, Fulltime, GTA preference**

Strong Minds Strong Kids, Psychology Canada (SMSKPC) is a charity with a 50-year legacy of leveraging psychological science to benefit Canadians. We are dedicated to nurturing resilience in children, equipping them with the tools to manage life's challenges and build a solid foundation of mental health before problems begin.

As a small but growing organization with a full-time team of seven, SMSKPC reaches over 400,000 Canadian children annually through critical, psychology-based programs and resources. Our work is guided by a volunteer Board of Trustees composed of experts in psychology, academia, business, and marketing. Amid a national mental health crisis, we are committed to providing children with the resiliency-building programs they need now more than ever.

We are seeking a *Development Manager* who will focus on securing corporate support, managing and selling sponsorship to events, and building strong relationships with supporters among other fundraising efforts. This role offers the opportunity to make a tangible social impact by expanding our fundraising efforts and supporting mental health initiatives for children and youth.

Key Responsibilities:

Corporate Support:

- Identify and research corporate prospects that align with our mission.
- Develop tailored proposals and submissions to secure corporate support.
- Build and maintain strong relationships with corporate partners.
- Confidently ask for and secure support to meet financial targets.

Event Sponsorship and Management:

- Sell sponsorship opportunities for key event(s), including the flagship Gala/Breakfast for Champions.
- Develop collateral materials to support sponsorship pitches and presentations.
- Plan, manage, and organize event(s) to ensure successful execution and meaningful engagement.

Relationship Building and Networking:

- Build strong connections with prospects, existing supporters, and partners.
- Actively network to identify new opportunities and strengthen relationships within the community.



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Communication and Storytelling:

- Craft compelling narratives that inspire support and highlight our impact.
- Articulate the organization's mission, programs, and their critical role in supporting youth mental health.
- Collaborate with the team to develop impactful fundraising campaigns.

Data and Reporting:

- Track and analyze fundraising outcomes to inform strategies and improve results.
- Provide regular updates on progress and outcomes to leadership.

Other Fundraising Support:

- As a small yet impactful team, we work collaboratively to ensure the success of our fundraising efforts. This position will also support other areas of fundraising to help us secure the resources needed to deliver our programs to communities at no or minimal cost. This role will also contribute to government funding opportunity submissions, foundation proposals, and donor campaigns where needed.

Experience and Skills

- Passion for mental health and resilience-building in children.
- 5-7 years of fundraising or business development experience with a proven track record of securing at least \$750,000+ annually.
- Expertise in corporate sponsorships, event management, and grant submissions.
- Strong communication, storytelling, and relationship-building skills.
- Creativity, resilience, and the ability to meet deadlines under pressure.
- Self-motivation, independence, and adaptability in a remote work environment.

Education:

Bachelor's degree in business, communications, public relations, or a related field.

Salary:

\$75,000-85,000 annually plus benefits after three-month probationary period

To Apply:

Submit your application by February 13, 2025, to info@strongmindsstrongkids.org. Applications must include a resume and a letter of interest in one document. We thank all applicants, but only those selected for an interview will be contacted.

Remote:

This is a remote position; however, the role requires the flexibility to attend in-person meetings with staff, corporate sponsors, and for event planning purposes. Since most of these activities are based in the



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Toronto area, we are seeking a candidate located within the GTA to accommodate these in-person responsibilities.

SMSKPC is committed to creating a diverse environment within staff, Board, committees, and volunteers. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, or age. We pride ourselves in ensuring that every child in Canada can thrive, and respect and recognize the developmental and cultural needs of Canadian children and youth and how that plays a role in their mental well-being. Our goal of promoting diversity, multiculturalism, and inclusion helps serve our mission and support the many children in various communities across Canada.