

Officer, Corporate Partnerships

ABOUT US

Help Bring Back the Joy of Childhood

Since 1983, Campfire Circle has delivered healing through happiness to thousands of kids with cancer or serious illness and their families across Ontario. Our programs are offered in paediatric hospitals across Ontario, in local communities, and at our medically supported overnight camps, offering year-round experiences that provide life-changing moments of joy, connection, and resilience.

But we're just getting started. Today, over 40,000 kids in Ontario face serious illness, many without access to the psychosocial support they urgently need. That's why we have a bold vision: to grow from serving 3,000 campers a year to 10,000. We're building a passionate, talented team to help make that vision a reality. When you join Campfire Circle, you become an integral part of a dynamic team helping to transform the lives of thousands of kids with serious illness, alongside our dedicated community of volunteers and donors.

Help us give back the joy of childhood to every kid with serious illness who needs it most.

THE OPPORTUNITY

Reporting to the Director, Corporate & Community Partnerships, the Officer, Corporate Partnerships is accountable for the cultivation and implementation of fund development plans with a major focus on corporate partnerships, workplace fundraising, and third-party fundraising events that support Campfire Circle's long and short-term strategic fund development goals.

1. Corporate Partnerships Program

- a) Support the achievement of individual and team revenue targets by securing new corporate partnerships, and strengthening existing relationships to inspire renewals and increased support.
- b) Act as primary relationship manager to an assigned portfolio of mid-level corporate partners, fostering strong relationships through excellent stewardship and creation of shared value.
- c) Manage a portfolio of 20+ corporate fundraising events, providing event management and fundraising guidance; and oversee the relationship management of a portfolio of key fundraisers, donors and event organizers.
- d) Support pipeline development through proactive identification, qualification, and cultivation of new corporate prospects in collaboration with the Director, Corporate & Community Partnerships.
- e) Foster corporate employee engagement through the promotion and execution of workplace fundraising campaigns, Sporting Life 10K participation, and volunteer opportunities.
- f) Identify, engage, and cultivate potential new prospects through attendance and networking at key events, with a focus on building long-term relationships.

2. Stewardship & Recognition

- a) Develop and implement mutually beneficial partnership activation and recognition opportunities, in collaboration with the Donor Experience and Marketing & Communications teams.
- b) Develop customized stewardship plans for corporate partners, recognizing their contributions through personalized outreach, reports, and impact updates.

- c) Facilitate meaningful engagement opportunities including site visits, speaking opportunities, and other events to strengthen partner relationships.
- d) Track and monitor partner recognition commitments, ensuring contractual obligations are met.

3. Planning & Evaluation

- a) Support the Director, Corporate & Community Partnerships with the execution of the strategic plan, including but not limited to revenue budget tracking, forecasting and accountability for metrics and variances within the corporate and community partnerships portfolio.
- b) Ensure best practices are established and maintained in record updating and data entry of moves management with donors/prospects.
- c) Collaborate with Director, Corporate & Community Partnerships on event processes and procedures, event staffing schedule and portfolio allocation.

ABOUT YOU

Required Criteria

- a) A post-secondary degree from a recognized institution or the equivalent combination of education and work experience; with a degree in event management and/or fundraising being an asset.
- b) Minimum 4-6 years' experience in fundraising with an emphasis on corporate philanthropy, events, and employee engagement-based fundraising, with portfolio targets exceeding \$500K.
- c) Excellent interpersonal and communication skills and a demonstrated ability to work effectively with a diverse group of staff, donors, fundraisers and volunteers.
- d) Engaging public speaker, able to convey compelling and inspiring messages in a variety of settings.
- e) A proven ability to work independently with the flexibility to take on a wide variety of assigned duties and projects.
- f) A demonstrated ability to organize work, set priorities, meet deadlines and work under the pressure of time constraints.
- g) Detail oriented with great organizational skills.
- h) Experience using CRM donor database (Raiser's Edge experience advantageous).
- i) Computer literacy in Microsoft Office (Word, Excel and PowerPoint).
- j) Current G2 or G class driver's license and the ability to be covered by camp's insurance policy.
- k) Current police reference check with vulnerable sector screening.

Advantageous Criteria

- a) CRFE designation
- b) Demonstrated commitment to volunteerism or volunteer sector.
- c) Experience with third party donation platforms such as Benevity and CanadaHelps.

To support our commitment to a safe, caring environment for children with serious illnesses and their families, all staff must attest to having received their childhood vaccinations and confirm a negative result in a two-step Tuberculosis ("TB") testing series. Seasonal boosters against Influenza and the most recent circulating strain of COVID are strongly encouraged. All staff must provide an updated criminal record check or Vulnerable Sector Screening and be currently eligible to work in Canada and for Campfire Circle.



WORKING CONDITIONS

This role is hybrid, working from our Toronto office approximately 3 times per week, which will increase during peak event season, in an open concept working environment. This position will also occasionally work from one of our overnight camp locations in Rosseau or Waterford, Ontario, at partner offices, or attending donor meetings and events. The incumbent will work outside for long periods of time occasionally. A flexible schedule is regularly required as this position involves considerable evening and weekend commitments and some travel that requires long-distance driving through Ontario and potentially the U.S. In consideration of the population Campfire Circle serves, the incumbent is a non-smoker.

COMPENSATION & BENEFITS

This position is for an existing vacancy and offers a competitive hiring range of \$56,000 - \$66,000. Campfire Circle is invested in our staff's health, wellness and career growth. As part of the total compensation package for this role, we offer a comprehensive benefits package, with premiums fully paid by the organization with the exception of Long Term Disability, including \$4,000 annually for mental health practitioners, a wellness benefit up to \$500 annually, an accelerated RRSP matching program up to 5% of base salary, paid vacation time plus a paid winter shutdown period up to eight days, flexible hybrid work arrangements, and on-going professional development.

HOW TO APPLY

Please send a resume and salary expectations to careers@campfirecircle.org with the email subject reading **2025066 - Officer, Corporate Partnerships**.

Don't meet every single requirement in this posting? Studies have shown that women and people of colour are less likely to apply to jobs unless they meet every single qualification. If you're excited about this role but your past experience doesn't align perfectly with every qualification or requirement we encourage you to apply anyways. You may be just the right candidate!

This posting will remain open until filled. Only applicants selected for an interview will be contacted. For more information about Campfire Circle, please visit www.campfirecircle.org - No phone calls please.

ACCESSIBILITY & DIVERSITY, EQUITY AND INCLUSION

Campfire Circle is deeply committed to fostering a diverse and inclusive workforce that reflects the rich diversity of the communities we serve. We welcome applications from racialized persons/persons of colour, Indigenous People from North America and around the world, persons with disabilities, 2SLGBTQIA+ individuals, and those who bring diverse perspectives and experiences. Our commitment is to provide equitable employment opportunities to all and to maintain a work environment free from discrimination and harassment.

We are equally committed to providing an inclusive and accessible workplace. Applicants requiring accommodations to access our job postings and apply for roles with our organization are invited to



reach out to our HR Team at careers@campfirecircle.org or in a manner that fits their accessibility needs, and can trust that their application will be considered equitably for our available roles. Contact information for our HR Team is located on our website at <https://campfirecircle.org/work-at-campfire-circle/>, and more information about our accessibility commitments can be found at <https://campfirecircle.org/about-campfire-circle/accessibility-at-campfire-circle/>.

LAND ACKNOWLEDGEMENT

Campfire Circle acknowledges that we operate on the traditional territory of many nations, including the Mississaugas of the Credit, the Anishnabeg, the Chippewa, the Haudenosaunee and the Wendat peoples, and is now home to many diverse First Nations, Inuit and Métis peoples.

On this land, we are grateful to share the magic of camp with children and families, and we endeavour to create a community of joy, hope and healing. Acknowledging the land that we occupy is just one small step on the path towards Truth and Reconciliation.