



## **Director of Development**

**Posted date: Aug. 9, 2010**

**Closing date: Sept. 9, 2010**

### **The Room 217 Foundation**

The Room 217 Foundation cares for people using music by producing distinctive therapeutic music resources, by offering music care education to frontline caregivers and by engaging in research around music and care, especially palliative care. Music has the capacity to elicit response, provide connection, support healing and offer transcendence. Its flexibility and structure make it a valuable therapeutic intervention. With an aging Canadian population music becomes an accessible and affordable means of care and one that brings pleasure to both the care receiver and the caregiver.

### **The Opportunity**

The Room 217 Foundation is a not-for-profit registered Canadian charity and is seeking a Director of Development who will focus on developing relationships and acquiring donations for program support. The ideal candidate will provide strategic leadership, development of fundraising programs and leadership in fundraising operations and in the solicitation and closing of major gifts. The successful candidate will report to the Executive Director and will work with the other team members to:

- Develop a fundraising strategy for the Foundation
- Systematically identify and contact potential donors
- Develop, maintain and enhance donor relations
- Solicit and close major gifts
- Steward prospects and donors in partnership with the Executive Director
- Develop infrastructure around donor recognition
- Develop and maintain donor database
- Identify eligible grants, write proposals and follow up
- Develop a volunteer base for fundraising

## **Skills and Abilities Required**

You bring to this new position 10 or more years of proven fundraising experience and have excellent relational skills and strong business acumen. You are a good manager of long term relationships, a strong team player, and demonstrate self-initiative. You are able to work 3 days per week from a home office in the Greater Toronto Area and have use of a vehicle. You are passionate about the potential of music as a therapeutic intervention, especially in palliative settings and within eldercare. Proficiency with Microsoft Word, Excel and Outlook and a bachelor's degree is required. An advanced degree and working knowledge of moves management as a fundraising strategy, would be an asset.

## **For more information**

To learn more about the Room 217 Foundation, please visit our website at [www.room217.ca](http://www.room217.ca).

## **Application Process**

Interested and qualified candidates are invited to forward a letter of application and resume by EMAIL ONLY to:

Bev Foster, Executive Director  
Room 217 Foundation  
Email: [bfoster@room217.ca](mailto:bfoster@room217.ca)

**We thank all interested applicants; however, only those selected for an interview will be contacted.**