



Sponsorship & Fundraising Coordinator, Evolving Engineering

The Opportunity

The Sponsorship & Fundraising Coordinator for EWB's Evolving Engineering (EE) portfolio will join the Partnerships Team at Engineers Without Borders Canada (EWB). As a member of this team, you will be responsible for the financial sustainability of the Evolving Engineering portfolio, which currently includes four distinct programs: the [Engineering Change Lab](#), [Engineers of Tomorrow](#), the [Global Engineering Initiative](#), and [Pivot](#).

You must be passionate about steering social change and recognize the importance of the engineering profession as an a leverage point. You must excel at identifying and capitalizing on funding opportunities. You must be an exceptional communicator and have the ability to influence others. You must be adaptable and thrive in environments with competing responsibilities. Your role will require analytical and critical thinking, confidence, and high energy.

You will be working collaboratively in a cross-cutting team of passionate, smart, and committed people, as well as connecting to innovators, entrepreneurs, and changemakers. In addition to competitive remuneration, you can expect comprehensive benefits and a professional development fund.

Key Responsibilities

Fundraising & Sponsorship

- Source, identify, research, solicit, and steward financial partners
- Develop new ideas for EE portfolio financing and execute on these ideas
- Seek-out and take advantage of opportunities to build networking relationships
- Work collaboratively within a team of partnership and fundraising professionals

Communications

- Co-create materials for distribution, working with the EWB Communications team and the EE Program Directors
- Create tailored marketing pitches and proposals for potential corporate partners and granting organizations
- Co-manage donor relationships (financial management, record-keeping, reporting)

Strategy

- Participate in strategic discussions within EWB and with regards to the EE portfolio

Requirements

- Relevant post-secondary degree or equivalent formal training and/or experience
- Minimum of 3 years of progressive relevant experience in fundraising/sponsorship, including comfort with closing gifts above \$5,000, including corporate partnerships and grant-based fundraising.



- Excellent persuasive communication skills (listening, writing, speaking)
- Ability to thrive in a fast-paced, entrepreneurial environment
- Excellent computer skills, including with cloud computing
- Confident interacting with diverse people (volunteers, industry leaders, etc.)
- Confident in building strong relationships with corporate decision makers.

Assets

- English-French bilingualism
- Start-up or non-profit experience
- Experience with Salesforce (or other fundraising-related software)

How to apply

Submit an updated resume and cover letter that detail your experience, including a real life account of your process for closing sponsorships/partnerships (names withheld). You should also highlight your interest in one or more of our Evolving Engineering programs.

Please submit your application at ewb.ca/careers by May 26, 2017 11:59PM. We thank all applicants for their interest but only short-listed applicants will be contacted. All qualified applicants will be considered. Applications will be considered on a rolling basis.

EWB is an equal opportunity employer that values the diversity of people and communities. We are committed to an environment that is inclusive and barrier free. If you require accommodation during the recruitment process, please inform us in advance to arrange reasonable and appropriate accommodations.

Location: Flexible, with strong preference for Toronto. Some travel across Canada.
Start Date: mid-July 2017

About Engineers Without Borders Canada

Engineers Without Borders unlocks human potential by investing in forward-thinking social enterprises. We support sub-Saharan innovators to accelerate their impact and apply their innovations on a global scale, to the benefit of millions. In Canada, we foster a community of thought leaders, particularly within the engineering community to live up to its full potential and guide the relationship between society and technology.

About Evolving Engineering

We work to update the purpose of the engineering profession to create greater social impact. The Evolving Engineering programs are systemically focussed, collaborative, and experimental. From industry to engineering students, our approach is comprehensive and caters to different points in the system. Drawing on EWB's 15+ years experience working with engineers and a global network, we take action in consultation and partnership with other organizations. We experiment, innovate, and explore new ways of doing, thinking, and creating to achieve the transformative nature of the change that is required.