



Where childhood thrives, war does not.

Position Title	Business Development Manager
Location	<p>Toronto / Remote in Canada.</p> <p>The organization is based in Toronto, Canada with work from home arrangements with occasional travel to War Child Canada's countries of operation.</p> <p>The successful candidate will need to travel regularly to Toronto for staff meetings, if based outside the Greater Toronto Area (e.g., two – three times per year).</p>
Contract	Permanent
Background	<p>War Child Canada is a registered Canadian charity based in Toronto that works to accelerate peace and disrupt the cycle of violence by investing in and empowering local communities to build brighter futures through comprehensive, evidence-informed programs that foster resilience, self-reliance, and self-determination.</p> <p>War Child is globally recognized for our grassroots, community-driven model of humanitarian action that is rooted in collaboration and entirely locally led. Over the years, we have developed a solid track record of long-term, sustainable impact supporting children and families living in areas dominated by conflict.</p> <p>War Child Canada works with some of the most vulnerable populations around the world and are leaders in developing and implementing programs specifically targeting and protecting children, women, and refugees living in the most complex humanitarian environments in Afghanistan, Democratic Republic of Congo, South Sudan, Sudan, Uganda and Yemen.</p>
Position summary	<p>Reporting to the Director, International Programs, this position will lead on proposal development and support business development for the International Programs department of War Child Canada.</p> <p>This position works closely with the International Programs team to ensure high quality project design and proposal coordination for institutional donors, foundations and others. The Business Development Manager will co-ordinate the design, development and submission of new project proposals including proposal writing and editing, budget development and other submission requirements. This will include coordination with War Child Canada HQ staff and country offices to ensure proposals and related materials meet donor requirements, are clear, compelling, and well-presented. The Business Development Manager serves as a vital link between the International Programs team and Fundraising and Marketing teams to ensure quality program design and proposal development.</p>

Responsibilities	<ul style="list-style-type: none"> • Co-ordinate proposal development for strong and compelling funding proposals for a variety of institutional donors and foundations, including workback schedules from project design, proposal writing and submission, ensuring proposals align with both War Child and donor strategies. • Co-ordinate and work with external technical consultants as needed to support the design, development, and submission of high-quality proposals. • Research and track institutional donor priorities including Global Affairs Canada, US Government, other bilateral government donors in Europe, UN, EU, World Bank, major foundations. • Manage and further develop pipeline tracking and business development processes and templates. • Supports country offices to strengthen and standardize business development processes including donor mapping. • Undertake desk research and ensure feedback from the program team in the areas of education, economic opportunities justice and child protection are incorporated, to ensure technically sound design. • Develops project budgets in a tailored, transparent manner for donors including co-funding requirements. • Develop supplementary materials such as infographics, presentations, and training materials. • Supports the fundraising team as required on corporate and foundation donor funding proposals and pipeline.
Qualifications	<p>Experience and Knowledge</p> <ul style="list-style-type: none"> • In-depth and broad-based understanding of multiple sectors and approaches to international development including a wide range of institutional, corporate and foundation funders and other donors • Knowledge of and a demonstrated track record in business development, particularly grant funding to institutional donors (such as Global Affairs Canada, USAID, UN, EU) • Good understanding of international development issues and related policy debates • University degree in relevant discipline (international development, communications) and/ or equivalent professional experience <p>Skills and abilities</p> <ul style="list-style-type: none"> • Excellent English writing, editing, and proofreading skills • An enthusiastic and strong team player with an ability to communicate effectively and collaborate across departments and functions within teams in Canada and internationally within War Child Canada's program countries. • Excellent ability to research and analyze diverse information quickly and accurately in line with donor requirements and War Child Canada's priorities, mission and approaches • A passion for mission-driven work and values aligned with those of War Child Canada

	<ul style="list-style-type: none"> • Advanced formatting skills in MS Word and Excel. Skills in other computer software and online tools would be an asset to present information in a multitude of compelling and innovative ways • Ability to multitask and work efficiently to meet often short deadlines in a multi-layered/matrix team environment • Excellent project management, budget development and contract review skills • Proficiency in French is an asset
Annual salary and benefits	Annual Salary and Benefits: \$70,000 - \$80,000 commensurate with experience and qualifications, plus comprehensive health, medical and travel insurance benefits, matching RRSP after one year of service, professional development fund and generous vacation.
Application Process	<p>We are partnering with Red Sea Executive Search for the recruitment of this position. We ask that candidates kindly apply through their website at the following link :- https://www.redseasearch.com/job/business-development-manager/</p> <p>War Child Canada is committed to providing a work environment in which all individuals are treated with respect and dignity. Final candidates will be vetted in accordance with War Child Canada's Child Safeguarding Policy and Prevention of Sexual Abuse and Exploitation Policy, including appropriate reference and security checks.</p> <p>War Child Canada is committed to providing an accessible workplace. For individuals with disabilities, accommodation is available upon request. Should you require accommodation at any stage of the selection process, please let us know. We will work with you to meet your needs.</p> <p>Candidates should be legally eligible to work in Canada. War Child Canada will not provide any relocation support.</p> <p>For more information about War Child Canada, please visit www.warchild.ca</p>
Deadline	Closing date of 10 December 2023