



Senior Manager, Strategic Partnership Development – Indigenous Water Allyship
One year - Full-time fixed-term employment contract with possibility of extension
*** We strongly encourage Indigenous peoples to apply for this position.**
Location: Canada, with preference in Montreal

The One Drop Foundation doesn't just offer you a job; we invite you to be part of something extraordinary. We're looking for people who are not only motivated by their career aspirations, but also passionate about making a significant impact on the world.

Would you like to join a Foundation recognized for its mission and impact around the world?
Welcome to the ONE DROP Foundation!

The ONE DROP Foundation is looking for a Senior Manager, Strategic Partnership Development – Canada to contribute to the development, funding and partner stewardship for the [Indigenous Water Allyship Program](#) in Canada. The senior Manager, Strategic Partnership Development is responsible for developing and implementing various strategies to develop new alliances and strategic corporate and philanthropic partnerships in order to increase funding for the Indigenous Water Allyship Program program in Canada and maintain close relations with current and new donors and partners.

Why choose us?

At One Drop, we unite people and empower communities to solve the water and climate crisis through innovative, sustainable actions. Channeling the creative spirit of Cirque du Soleil, we rally local and international changemakers to raise funds and co-create solutions that drive life-changing projects worldwide.

Together, since 2007, we have transformed the lives of nearly 3 million people in Latin America, India, Africa, and among Indigenous communities in Canada. Join us in turning water into action and creating a sustainable future with safe water for all. To learn more, visit our website onedrop.org

Our Team

Such an ambitious mission calls for extraordinary actions by exceptional people. Paving the way into uncharted and inspiring territory, our people seek to turn the challenges they face into opportunities. Are you one of these leaders? Do your energy, passion, and determination motivate and inspire those around you? Then come join our team of exceptional humans!

Main responsibilities

Contributing to the success of Indigenous Water Allyship Program, under the supervision of the Senior Director of Strategic Partnerships and Government Relations, the Senior Manager, Strategic Partnership Development will be responsible for:

Development & Stewardship:

- Lead the development of strategic proposals and pitches to build new financial partner (corporate and philanthropic) alliances for the program
- Solicit, cultivate and steward financial partnerships for collective impact
- Develop regular revenue forecasts within appropriate timeframes



- With the support of the Advisor, Strategic Programs and Partnerships, identify and qualify potential financial partner, funding, and development opportunities for the program pipeline.
- Ensure the implementation of best management practices and maintain an up-to-date database (Salesforce) of potential financial partners
- Where required, steward financial partners through activities and strategies designed to recognize and appreciate their contributions, keep them informed of the impact of their support and cultivate long-term relationships

Communications & Marketing:

- Lead content development with the support of the Events and Marketing Team and the Finance Team to facilitate the writing of pitches and technical proposals for the program
- Collaborate with the Events and Marketing Team to identify and build proposals that is mutually beneficial for the Indigenous program Partner, the Funding Partner, and the One Drop Foundation, by maximizing the marketing, sponsorship and branding potential.
- Iterate and adapt pitch materials and supporting documents to meet the needs and interests of financial partners.

Project Management:

- Maintain timely communication and collaboration with the Programs Team for building proposals, donor reports, communications updates and other relative needs
- In collaboration with project managers, facilitate the signing of the contribution agreement or any other commitment between the partner-donor and the program
- Participate in the development of first drafts of agreements and collaboration protocols and take part in the negotiations leading up to their signature
- As needed, participate in various committees/summits/conferences to create and develop new partnerships and networks
- Other relevant tasks

Your experience

- Minimum of 5 to 7 years' experience in the fundraising and philanthropic sector.
- Brand development and social impact partnerships, charitable events and major gifts an asset.
- Experience or keen interest in working for organizations with a social / environmental mission.

Your Skills

- University degree of a relevant discipline, a post-graduate diploma will be considered an asset. Any other combination of education and relevant experience will be considered.
- Good knowledge of CSR and ESG strategies and their implementation context for corporations
- Excellent knowledge of Indigenous and regional realities
- Knowledge and experience in business development, marketing and branding issues
- Good knowledge of reconciliation and Indigenous partnerships, particularly in the fields of water and climate change



- Knowledge of Windows and the Microsoft Office software suite
- Excellent public relations skills
- Excellent command of written and spoken French and English
- Proven project management skills
- Knowledge of Salesforce an asset

Your talents

- Strategic skills for developing new networks and retaining existing alliances
- Strategic skills, strong interpersonal skills and proven ability to establish and nurture long-term relationships with diverse stakeholders
- Strong writing skills and proven ability to develop compelling proposals for potential partners
- Strong conceptual analytical skills
- Entrepreneurial mindset

We are looking for a person who shares our values

- Creative, resourceful, dynamic and motivated
- Proactive, flexible, leadership and initiative
- Results-oriented, with great attention to detail
- Autonomous, excellent organizational skills, ability to work under pressure with multiple priorities
- Excellent understanding of and commitment to confidentiality
- Superior organizational and planning skills
- Ability to effectively manage priorities and multiple files at once
- Ability to meet tight deadlines and work in a fast-paced environment
- Fabulous interpersonal and intercultural skills that translate into cultivating excellent relationships with a wide variety of stakeholders

Good to know

- This position is based in Canada
- One-year contract with possibility of extension
- Possibility of telecommuting in accordance with the current Telecommuting Policy.
- When possible and/or as required, this position involves travel (less than 10%-15% of the time)

At ONE DROP, we take care of our employees

- Flexible work schedule and possibility of working remotely
- Group insurance plan (drug, medical, vision, dental, travel, disability, life)
- Group RRSP after 6 months on the job
- Telemedicine platform providing access to online health specialists
- Employee assistance program (access to confidential consultation services)
- Social committee and group activities
- EDI Committee
- Summer schedule

The One Drop Foundation is committed to ensuring a diverse and inclusive workplace that offers equal opportunities to all. We make every effort to attract and retain the best candidates, regardless of age, skin color, origin, religion, sex, gender, sexual orientation, gender identity or



any other characteristic. It is based on the principle that everyone benefits from a welcoming and diverse workplace.

To apply, send your CV and cover letter to contact@ONEDROP.org with the subject line of: **Senior Manager, Strategic Partnership Development – Indigenous Water Allyship**

Thank you to all applicants. Only selected candidates will be contacted.