



Project Director, Marketing and Events

Full-time, permanent position

Are you determined, versatile, dynamic and results-oriented? Do you like diversity and novelty? Do you want to join an internationally recognized organization and collaborate with renowned individuals and organizations? Are you known for your great interpersonal skills and your curiosity?

ONE DROP is looking for a Project Director, Marketing and Events, who is ready to take on the challenge of increasing and developing revenues in a stimulating and growing environment. The selected candidate will work with the Vice President, Marketing and Events, to identify and implement major projects and events at the local and international levels.

Why choose us?

ONE DROP is an ambitious and dynamic non-profit organization created in 2007 by Guy Laliberté, founder of Cirque du Soleil, which works to ensure that everyone has access to water, today and forever.

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? Join our team of exceptional people!

Main responsibilities

Development

- helps identify revenue growth and development opportunities via the fundraising projects and events in their portfolio both in Canada and abroad
- assists in imagining up fresh fundraising initiatives, events, and projects, in addition to assessing their feasibility and profitability
- contributes to developing partnerships that will enhance brand value and grow revenue
- helps source and secure project ambassadors from niche sectors that generate revenue and nurtures these relationships
- assists in strengthening partner loyalty
- contributes to negotiating and executing sponsorship agreements (activation, integration, visibility, and so on)
- with the support of the Director of Corporate Communications and the communications hub, actively participates in designing promotional event plans and selecting the most advantageous communications tools for each project

Operations – partnering with the Director of Operations, Marketing and Events

- takes part in planning and overseeing logistical operations for projects in their portfolio, both in Canada and abroad
- manages the material, budgetary, and human resources required to develop projects in their portfolio



- negotiates the terms of collaboration with the external suppliers reporting to them and ensures follow-up
- actively cultivates positive relationships with One Drop's partners
- drafts follow-up reports for the various projects in their portfolio in anticipation of accountability reporting for governance bodies
- performs all other relevant tasks

Your skills

- University degree in marketing, sales, management, or other relevant discipline
- Excellent relationship-building, awareness-raising, and solicitation skills with current and potential ambassadors
- Next-level command of English and French, both spoken and written
- Fluency in Microsoft Office (Word, Excel, PowerPoint, etc.) and well-versed in social media platforms
- Strong organizational, prioritizing, and multi-tasking abilities
- A history of planning, organizing, and supervising savvy across areas of activity
- A knack for fostering positive relationships

Your experience

- Minimum of 7-10 years in a similar position and an excellent track record when it comes to the management and development of both partnerships and projects
- Events experience (a major asset)
- Experience working with an organization with international initiatives (an asset)
- Experience or keen interest in working with an organization that has a social mission

We're looking for friendly people who share our values. Does this sound like you?

- Creative, resourceful, dynamic, and motivated
- Highly professional with deep interpersonal intelligence
- Disciplined, independent, and detail oriented
- Proven track record of being an effective team member who actively contributes to achieving goals in a complex, fast-paced environment
- An attitude that's proactive, flexible, leadership-focused, and initiative-based

At ONE DROP, we take care of our employees

- Flexible work schedule and possibility of telecommuting
- Group insurance plan from first day on the job (drug, medical, vision, dental, travel, disability, life)
- Group RRSP after 6 months on the job
- "Dialogue" telemedicine platform providing access to online health specialists
- Employee assistance program (access to confidential consultation services)
- Social committee and group activities
- Summer hours

Good to know

- The Project Director's primary workplace is located at the One Drop Foundation's offices: 8400 Avenue du Cirque, Montreal (QC) H1Z 4M6 CANADA
- Remote work options available (as laid out in the organization's remote work policy)



- When possible and/or as required, this position involves international travel (less than 10% of the time)

To apply, please send your CV and cover letter to contact@ONEDROP.org.

We thank all candidates for their interest. Only candidates selected for an interview will be contacted.