

SEARCH PROFILE

Montreal Holocaust Museum

CAPITAL CAMPAIGN DIRECTOR

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For the purposes of this document, the use of the masculine gender includes the feminine and is primarily intended to simplify the text.

THE ORGANIZATION

The mission of the Montreal Holocaust Museum is to inform and educate people of all ages and backgrounds about the Holocaust, while sensitising the public to the universal perils of antisemitism, racism, hate and indifference. Through its permanent exhibition, and a multitude of educational, cultural and commemorative initiatives, the Museum promotes our collective responsibility to respect diversity and the sanctity of all human life. The MHM, a non-profit organization and a recognised charity, is a unique institution in terms of its mandate and reach in Canada.

In recent years, the growing number of visitors and their interest in the MHM has led to the birth of a project to expand the Museum in order to increase the permanent exhibition area, accommodate temporary exhibitions and create a research and documentation centre. The feasibility of relocating the museum in a downtown location was also studied in order to integrate it into the museum circuit. The aim is to educate more and more visitors on the history of the Holocaust and its links with contemporary human rights issues.

As part of the major fundraising campaign to ensure the construction and operation of a new and expanded Montreal Holocaust Museum downtown, the Museum is currently seeking a

CAPITAL CAMPAIGN DIRECTOR

KEY ACCOUNTABILITIES

Reporting to the Executive Director, you are responsible for relations with donors, the Campaign Co-Chairs, and work with the management team and the Board of Directors. You manage a large portfolio of donors and philanthropists. You develop approaches to prospecting, soliciting and retaining individual and, institutional donors, private foundations and companies that can contribute to the Museum's growth. You develop and maintain a system to document the progress of donor relations with the support of the team and the administrative assistant assigned to the campaign. You ensure results-based accountability by preparing and regularly reporting to the Museum's leaders. In addition, you sporadically support the Museum as part of regular fundraising campaigns and supervise the organization and execution of donor recognition events.

CHALLENGES

Among your main challenges, you will be responsible for structuring and managing a major capital campaign for the new Museum project. You will also ensure that this fundraising and philanthropic development strategy is aligned with the operational needs of the organization. In the context of this new position, you will show leadership in building a team to support your efforts and those of the Museum's leadership and the Capital Campaign Committee, including volunteers, consultants and others, to cultivate, solicit and steward donors.

KEY COMPETENCIES

- A Bachelor's degree in a related field;
- At least 8 years of professional experience in fundraising, with a proven track record, including experience in managing major campaigns;
- Proven success in major gift identification, cultivation and securing of gifts and experience in tracking pledges;
- Strong organizational and project management skills;
- Strong team player with an attitude of service and ability to mobilize others;
- Exceptional interpersonal skills;
- Donor-centric approach; sense of discretion and respect for confidentiality;
- Knowledge or interest in Holocaust and human rights;
- Knowledge of the world of private foundations and major philanthropic families;
- Possess well-developed business networks and contacts;
- Excellent adaptability;
- Visionary leadership, strategist with a practical sense;
- Proficiency in MS Office and DonorPerfect suite software, or similar donor management base;
- Excellent oral and written communication skills in French and English.

APPLICATION

If you believe you have the profile we are seeking, please forward your résumé to the attention of Valérie Le Moigne at vlemoigne@optimumtalent.com. The information received will be treated in the strictest confidence. We thank all candidates for their interest; however, only the candidates selected for further consideration will be contacted.

For more information on the Montreal Holocaust Museum, see <https://museeholocauste.ca/>.

True to its mission, the Museum encourages diversity within its teams and invites candidates from all backgrounds with the required skills to apply.

<https://optimumtalent.com/view-career-opportunities/current-career-opportunities/>