



## Senior Development Officer (Mid-level giving)

*We are an inclusive, creative, hardworking group on a musical mission to enrich lives and support the arts.*

*As a member of the CKUA team, you'll enjoy a music-centric, arts-focused office culture and a professional, eclectic mix of colleagues. CKUA also offers a bright, modern workspace from the beautifully restored Alberta Hotel in Edmonton (when we are not working remotely).*

### Role responsibilities

To provide exceptional relationship building skill and fund development expertise to cultivate and grow a mid-level giving program to support CKUA's mission to build and connect a global community of music, arts, and culture enthusiasts through in-person, broadcast, and online programming.

Working in an ever-evolving arts and culture environment and media landscape, you will be given a robust portfolio of loyal donors and will drive the development, tactical implementation and growth strategy for mid-level giving and an associated Leadership Circle membership program. In this role you collaborate across CKUA, contributing to the planning, developing, organizing and delivery of multi-channel fundraising campaigns, special events and other donor engagement and stewardship activities to produce ongoing and impactful results for both revenue generation and audience development.

Your responsibilities include:

#### Mid-Level Giving Development

- As part of the organizational development plan, develop and execute a cultivation, retention, acquisition/growth and stewardship plan for the mid-level giving portfolio of donors contributing \$1,000 to \$5,000 annually to optimize giving for mid-level and major giving.
- Research and assess giving levels for mid-level giving development.
- Ensure donor cultivation and stewardship activities and giving benefits provide a deeper connection to CKUA's programming and mission.
- Achieving targets for prospecting, donor engagements and revenue generation for mid-level giving set by the Development Manager and Director, Community Relations.
- Provide regular standard reporting assigned by the Development Manager.

CKUA Radio Network | 9804 Jasper Avenue | Edmonton, Alberta T5J 0C5 | T. 780.428.7595 | [www.ckua.com](http://www.ckua.com)

**FM FREQUENCIES:** ATHABASCA 98.3 BANFF/CANMORE 104.3 CALGARY 93.7 DRUMHELLER/HANNA 91.3  
EDMONTON 94.9 EDSON 103.7 FORT MCMURRAY 96.7 GRANDE PRAIRIE 100.9 HINTON 102.5 LETHBRIDGE 99.3  
LLOYDMINSTER 97.5 MEDICINE HAT 97.3 PEACE RIVER 96.9 RED DEER 107.7 SPIRIT RIVER 99.5 WHITECOURT 107.1



- Drive mid-level fundraising campaign strategy and revenue generation for CKUA's bi-annual pledge drives.
- Support the CEO, Board Revenue Development Committee and Director, Community Relations with donor prospecting and qualifying for major gifts development as required.

### **Leadership Circle Membership Program**

Develops and implements a philanthropic membership program with an aim to:

- Directly connect the donor's impact with their giving
- Focuses on donor passions and interests
- Identifies if donors want to deepen their relationship with CKUA
- Improves multi-year donor retention
- Yields ongoing impactful results

Working with the Development Manager, department colleagues, and cross-department colleagues, the Mid-Level Giving Officer takes a proactive approach to assessing, planning, implementing and reporting responsibilities necessary to optimize growth channels for mid-level acquisitions and upgrades. Your direct contribution ensures the donor journey leads to long-term financial sustainability for CKUA and is representative of the CKUA brand and mission as a predominantly listener-supported, community-centric entity.

You have demonstrated the ability to:

- Build and maintain positive working relationships with multiple stakeholder groups and reflective of CKUA values: Community | Diversity | Inclusion | Creativity | Curiosity | Authenticity
- Plan, organize, and deliver special events of various sizes and target audiences in alignment with desired strategic outcomes on-time and on-budget
- Exhibit high attention to detail and exceptional customer service capabilities that help to create meaningful and lasting impressions

You understand mid-level giving is a bridge to major giving and possess the drive to achieve results are key to meeting the challenges of this role. In addition, you will have direct involvement in ensuring donors directly experience the impact of their giving helps realize a better world connected by music, arts, and culture.

CKUA Radio Network | 9804 Jasper Avenue | Edmonton, Alberta T5J 0C5 | T. 780.428.7595 | [www.ckua.com](http://www.ckua.com)

**FM FREQUENCIES: ATHABASCA 98.3** BANFF/CANMORE 104.3 **CALGARY 93.7** DRUMHELLER/HANNA 91.3  
**EDMONTON 94.9** EDSON 103.7 **FORT MCMURRAY 96.7** GRANDE PRAIRIE 100.9 **HINTON 102.5** LETHBRIDGE 99.3  
**LLOYDMINSTER 97.5** MEDICINE HAT 97.3 **PEACE RIVER 96.9** RED DEER 107.7 **SPIRIT RIVER 99.5** WHITECOURT 107.1



Throughout your career, you have gained valuable communications experience and interpersonal relationship skills. As a team player, your interactions demonstrate a high degree of respect and sensitivity for community members and stakeholders. In addition, you are aware of our communications' impact on diverse audiences, which is reflected in your thoughtful messaging and interactions with various individuals as a representative of CKUA.

This full-time position is based in Edmonton and exists outside of the Collective Agreement between CKUA and IBEW Local 2228.

**Please provide your cover letter and resume in PDF format by 5pm January 30<sup>th</sup> 2023.**

Apply to [careers@ckua.com](mailto:careers@ckua.com).

**There is some urgency to fill this role to achieve our goals. We will be interviewing qualified candidates as they present themselves.**

*CKUA welcomes applications from all qualified individuals. However, we are particularly interested in and encourage applications from equity-seeking communities, including women, racialized and Indigenous persons, persons with disabilities, and persons of all sexual orientations and gender identities/expressions.*

### **About CKUA**

CKUA is a donor-supported arts organization that envisions a better world connected through music, arts and culture, and remains steadfast in a mission to build and connect a global community of music, arts, and culture enthusiasts through in-person, broadcast, and online programming.

In the spirit of our journey to promote reconciliation, we honour the truth of the shared history and acknowledge that we operate on Treaty 6, Treaty 7 and Treaty 8 territories.

Treaty 6 territory is the traditional gathering place for diverse Indigenous peoples, including the Cree, Blackfoot, Metis, Nakoda, Sioux, Iroquois, Dene, Ojibway, Saulteaux/Anishinaabe and many others whose histories, languages and cultures continue to influence our vibrant community of Amiskwaciwaskahigan also known as Edmonton.

Treaty 7 is the traditional lands of the Blackfoot Confederacy which includes the Siksika, Kainai and Pikani, the Tsuut'ina and the Stoney Nakoda nations, including the Chiniki, Bears paw and Wesley nations. We also recognize the Metis people and the Inuit who make their home here in Mohkings'tsis, also known as Calgary.

CKUA Radio Network | 9804 Jasper Avenue | Edmonton, Alberta T5J 0C5 | T. 780.428.7595 | [www.ckua.com](http://www.ckua.com)

**FM FREQUENCIES: ATHABASCA 98.3 BANFF/CANMORE 104.3 CALGARY 93.7 DRUMHELLER/HANNA 91.3  
EDMONTON 94.9 EDSON 103.7 FORT MCMURRAY 96.7 GRANDE PRAIRIE 100.9 HINTON 102.5 LETHBRIDGE 99.3  
LLOYDMINSTER 97.5 MEDICINE HAT 97.3 PEACE RIVER 96.9 RED DEER 107.7 SPIRIT RIVER 99.5 WHITECOURT 107.1**



Treaty 8 is the traditional lands and home to the Cree, Dene, Metis, and Inuit whose footsteps have tread these lands for generations in northern Alberta and around Fort McMurray or Nistawayaw “The Merging of 3 Rivers” in Cree.

The Treaty Lands were and are a promise between nations to share the land and support one another. We are all Treaty people!

CKUA Radio Network | 9804 Jasper Avenue | Edmonton, Alberta T5J 0C5 | T. 780.428.7595 | [www.ckua.com](http://www.ckua.com)

**FM FREQUENCIES:** ATHABASCA 98.3 BANFF/CANMORE 104.3 CALGARY 93.7 DRUMHELLER/HANNA 91.3  
EDMONTON 94.9 EDSON 103.7 FORT MCMURRAY 96.7 GRANDE PRAIRIE 100.9 HINTON 102.5 LETHBRIDGE 99.3  
LLOYDMINSTER 97.5 MEDICINE HAT 97.3 PEACE RIVER 96.9 RED DEER 107.7 SPIRIT RIVER 99.5 WHITECOURT 107.1