



## Kits for a Cause – Relationship Manager of Charitable Partnerships

### About us:

The Bargains Group's purpose is to help the most vulnerable. We are a wholesaler for NonProfits and Social Service Agencies including Red Cross, Canadian Mental Health Association, Salvation Army, United Way, etc. Over the past 30+ years we have created a fast pace, passion driven culture focused on making a positive impact!

### About Kits for a Cause:

[Kits for a Cause](#) is a Canadian-founded social enterprise that creates meaningful engagement for groups looking to give back while providing charities with essential supplies they need across North America. Kits for a Cause connects individuals and companies to local charities and provides them with a tailored team building activity and/or corporate giving program. They make it fun, easy and accessible and ensure that the experience is turnkey, down to the handpicked essential items for each charity partner. We are for profit, for purpose and are on a mission to make meaningful volunteer engagement, one Kit at a time!

### About the position:

This role is a hybrid from our flagship North York office and is Monday to Friday. We need a self-motivated, multitasker; someone who is passion-driven, with a professional demeanour and an excellent communicator, who has great problem-solving skills and pays high attention to detail will be a great fit.

### Responsibilities:

#### Partnerships, Affiliate & Association Programs:

- You will be responsible for developing new business through partnerships and collaborations with associations, organizations and our charitable partners.
- You will be responsible for the development of a business strategy for each partner, leveraging our three main Kits for a Cause programs, while also encouraging cross-functional opportunities for other Bargains Group depts (ie. Promotional Products, Wholesale, etc.)
- Researching accounts, understanding clients short and long-term needs and create a scorecard to forecast business opportunities (key contacts, size, value, etc.).

#### Building Impact for Charities:

- Managing key relationships with our charitable partners
- Developing strategy for our charitable partners
- Implementing best practices (i.e., How our partners can promote our programs, share on their website, etc.)

890 Caledonia Road, North York, ON, M6B 3Y1  
1-877-868-5655

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- Ensuring that partners are properly registered and informed across the organization of all the ways that we can help support them in making a positive impact.
- Key liaison to ensure that each Kit and donation is the best fit for the charity.
- Providing coaching support to our charitable partners.
  - Employee engagement opportunities
  - Group volunteering opportunities & Virtual volunteering opportunities

#### **Branding & Thought Leadership:**

- Creating content for key spaces to encourage engagement and promote Kits for a Cause, i.e. LinkedIn articles, social listening, podcasts, webinars, speeches, etc.
- Finding and aligning with organizations and promotional opportunities to reflect Kits for a Cause as a key driver of impact in the social enterprise and non-profit space.
- Applying for awards and distinctions to promote and validate the impact of Kits for a Cause.

#### **Marketing: Resources, Social & Newsletters:**

- Creating pitch resources (i.e., PPT, PDF, etc.)
- Creating content and Supervising Kits for a Cause's marketing strategy; social media, email newsletters, etc.
- Overseeing web development and strategy to encourage growth and optimize conversion, as well as improve user experience.

#### **KPIs and Success Markers:**

- Develop KPIs per team member, and overall department; both financial and activity based.
- Maintain an in-depth understanding of financial targets and ensure that the department is meeting their KPIs.

#### **Qualifications:**

- Purpose driven individual who understands the power of our program and the opportunity at hand; the more successful you are in the role, the more positive impact you'll create.
- 3+ years of business development, account management experience or charitable fundraising is an asset.
  - Ability to be professional and flexible; able to work with a myriad of stakeholders; SME to large corporations, as well as groups, associations, and non-profits.
- Demonstrated ability to move clients and partnerships through the pipeline.
- Must be entrepreneurial by nature; easy to adapt and be flexible to the needs of clients and the sector, while establishing an opportunity.
- Ability to manage a pipeline of 25-50+ opportunities at any given time.
- Strong team player and ability to influence without being the loudest voice in the room.
- Proven success prospecting.
- Ability to craft a solution or opportunity using our programs to meet client's needs.
- Ability to create basic marketing resources to support programs and outreach.
- Keen eye for detail and ability to stay organized while dealing with competing priorities and tight turnaround.

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- Enjoys a fast moving and everchanging environment who is disrupting the traditional volunteer and fundraising space; no day is ever the same!

**Bargains Group / Kits for a Cause Team's Core Values are:**

- We consciously care (*we give a shit*).
- We are community builders.
- We make a positive impact.

*If these core values speak to you, we want to hear from you!*

All interested candidates should email their resume to [info@bargainsgroup.com](mailto:info@bargainsgroup.com). **We would love for you to answer the following questions with your resume submission:**

- What cause or charity are you passionate about?
- What is the key to building a strong relationship with a client?
- What motivates you?
- What do you value most in a workplace?
- What are your salary expectations

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