

# Manager, Individual Giving

**Full-Time, Ongoing | Winnipeg, MB**

**Royal MTC is seeking a relationship-driven fundraising professional to join our Advancement team.**

Reporting to the Senior Director of Advancement, the **Manager, Individual Giving** leads Royal MTC's annual giving program by building meaningful relationships with donors and inspiring philanthropic investment.

This role leads Royal MTC's annual individual giving program, manages a portfolio of donors and prospects, oversees stewardship and donor recognition, and helps identify the next generation of major gift supporters. The Manager, Individual Giving helps foster a culture of philanthropy where every interaction strengthens a lifelong connection to Royal MTC.

If you are energized by connecting people with causes they care about, enjoy building lasting relationships, and are motivated by helping people make a difference, we'd love to hear from you.

## Key Responsibilities

- Build and manage a portfolio of individual donors and prospective supporters through thoughtful cultivation, solicitation, and stewardship.
- Lead Royal MTC's annual giving, donor renewal, acquisition, and monthly giving programs.
- Create meaningful donor experiences that inspire long-term support.
- Develop compelling fundraising communications and appeals in partnership with the Marketing & Communications team.
- Identify and qualify future major gift prospects while supporting Royal MTC's long-term philanthropic growth.
- Support Royal MTC's planned giving program by stewarding legacy donors and cultivating prospective legacy supporters.
- Maintain accurate donor records and use fundraising data to inform decisions.
- Collaborate across Royal MTC to foster a culture of philanthropy.

## Experience & Qualifications

The successful candidate will bring:

- Minimum three years' fundraising experience and demonstrated success cultivating, soliciting and stewarding individual donors while achieving fundraising goals.
- Experience managing annual giving initiatives, donor portfolios, and philanthropic pipelines; exposure to leadership giving, planned giving, campaign fundraising, or major gifts is considered an asset.
- Excellent verbal & written communication skills, and relationship-building skills, with the ability to inspire philanthropic support through compelling storytelling.
- Strong organizational, analytical, and project management skills, including the ability to use fundraising data to inform decisions and manage multiple priorities.
- Experience using donor databases or CRM systems; Tessitura experience is considered an asset.
- A passion for theatre and the arts. Experience in the performing arts is an asset but not required; strong candidates from other charitable sectors are encouraged to apply.

## Why Join Royal MTC?

Royal Manitoba Theatre Centre (Royal MTC) exists to hold an open door to all Manitobans, to share stories that connect us to each other and to our world. Deeply rooted in Manitoba, we envision MTC as Canada's preeminent regional theatre, delivering unrivalled excellence and inspiring Manitobans through the transformative power of storytelling.

As Canada's oldest English-language regional theatre and Manitoba's flagship theatre organization, Royal MTC produces a ten-play season, the Winnipeg Fringe Theatre Festival, an annual Regional Tour, and a range of programs that engage communities across Manitoba that reach hundreds of thousands of people each year.

Joining our Advancement team means helping people invest in artists, creativity, community, and Manitoba's future. Every donor relationship helps ensure theatre remains welcoming, accessible, and relevant for generations to come. It's an opportunity to help shape the future of one of Canada's leading cultural institutions.

Royal Manitoba Theatre Centre is proud to call Manitoba home. Royal MTC is located in Winnipeg on Treaty 1, the traditional territory of the Anishinaabeg, Inninewak, Anishinewak, Dakota Oyate, and Denesuline, and the National Homeland of the Red River Métis. We are thankful for the benefits sharing this land has afforded us, acknowledge the responsibilities of the Treaties, and embrace the opportunity to partner with Indigenous communities in spirit of reconciliation and collaboration.

**We believe great theatre is created by teams with diverse perspectives and lived experiences.** Royal MTC is committed to building an inclusive workplace where everyone feels welcome, respected, and supported to do their best work. We encourage applications from Indigenous, Black, and People of Colour, persons with disabilities, members of the 2SLGBTQIA+ community, and candidates from other equity-deserving groups.

Learn more at [www.RoyalMTC.ca](http://www.RoyalMTC.ca).

## Position Details

Reporting to the Senior Director of Advancement, this full-time, ongoing role is based in our collaborative, in-person workplace in downtown Winnipeg, where you'll work closely with colleagues across Royal MTC. Typical hours are Monday to Friday, 9:00 a.m. to 5:00 p.m., however, the role requires evening and weekend work to support performances, donor events, and other organizational activities. Candidates must be legally entitled to work in Canada and will be required to provide a satisfactory Police Information Check upon hire.

## Salary & Benefits

Salary range: \$50,000 - \$70,000, commensurate with experience.

Royal MTC offers a competitive salary and benefits package, participation in our retirement savings program, professional development support, and complimentary and discounted tickets to our productions.

## How to Apply

Please submit your cover letter, resume, and a one-page professional writing sample to [hr@royalmtc.ca](mailto:hr@royalmtc.ca), attention **Evan Klassen, Executive Director**, with the subject line "**Manager, Individual Giving**." Applications will be accepted until **August 21, 2026**. Thank you for your interest in joining Royal

MTC. We appreciate the time and care invested in every application and will contact candidates selected for an interview.

**Have you worked with us before?**

If you've previously worked, volunteered, or contracted with Royal MTC, please let us know in your application.

**Accessibility**

Royal MTC is committed to accommodating applicants with disabilities throughout the hiring process. If you require accommodation at any stage, please contact [hr@royalmtc.ca](mailto:hr@royalmtc.ca).