



# Director, Development

**Location: Greater Toronto Area**

Hospice Vaughan is a non-profit health care organization that serves the city of Vaughan and its surrounding communities. It offers a 12-bed residential hospice. As part of the community since 1995, Hospice Vaughan also provides wrap-around support programs for clients, their families and the greater community including Health System Navigation, Caregiver Support, Day Programs, Wellness Programs, and Grief and Bereavement Support.

Hospice Vaughan services are partially funded by the Government of Ontario via the Ministry of Health and Ontario Health. Additional funds are provided by generous donors via in memoriam gifts, individual and corporate donations, hospice-led events, and third-party revenue-generating events. Granting agencies such as the Ontario Trillium Foundation are also vital sources of support.

Hospice Vaughan is looking for a dynamic and engaging person who values hospice palliative care and will take Hospice Vaughan to the next level in fund development. Reporting to the Executive Director, the successful candidate will be a proven and experienced fundraiser with a strong understanding of major gift fundraising best practices. As Director, Development you will have expertise in all aspects of fundraising including pipeline development, cultivation, and solicitation of gifts. This role needs a driven and articulate professional with an ability to forge relationships.

## Experience and Skills You Bring

- You are a fundraising generalist with major gifts experience (philanthropic and sponsorship)
- A minimum of 5 years' experience and a full understanding of fundraising and communications and how they work together to build a successful fund development program
- Experience in securing 5 & 6 figure major gifts with demonstrated success in donor cultivation, solicitation, and stewardship
- Exceptional relationship builder; a warm and engaging personality
- Excited to run your own fund development department
- Experience working with senior level volunteers
- Excellent oral, written and interpersonal communication skills (including public speaking)
- Solid management experience
- Strong computer skills with proficiency in Microsoft Office and donor management software
- Knowledgeable on CRA requirements as they apply to registered charities
- Understanding of the Donor Bill of Rights (Imagine Canada)
- Commitment to a flexible work style (including occasional evening/weekend work)
- Valid Ontario Driver's License and access to a reliable vehicle is required
- Two COVID-19 vaccinations a must

## Assets

- Knowledge about hospice palliative care, health care etc.
- Knowledge of the Vaughan community



## Education

- University/college degree preferred with a focus in fundraising
- CFRE desirable or a willingness to work towards this certification

## Work Location

- This role requires significant in-person interaction with donors and potential donors, as well as the need to support the on-site staff team.

## Why consider working with Hospice Vaughan (HV)? What HV offers you:

- Professional development support and opportunities
- A competitive salary of \$120,000 - \$130,000 (commensurate with experience)
- Health benefits
- Employer-matched RRSP up to 4% of gross salary
- Four weeks of vacation
- An experienced Executive Director actively involved in fundraising
- Opportunity to run your own fund development department
- A generous community - Vaughan is one of the wealthiest communities in Ontario ([The Financial Word](#))
- A highly successful and effective Manager, Events & Communications

## Application Details

This search is being conducted on behalf of Hospice Vaughan by *crawfordconnect*, a search firm specializing in recruiting non-profit and charitable professionals for Canada's non-profit sector. If someone you know may be interested in this position, please forward this information – we would be pleased to connect with them.

We request that all applications be submitted online only. **Qualified applicants are invited to submit their resume and cover letter online in confidence.**

To submit your application by May 24, 2024, please visit <https://crawfordconnect.com/for-candidates/job-openings/#/posting/PR-287> and upload your cover letter and resume in two separate documents. If you experience technical issues, please email [info@crawfordconnect.com](mailto:info@crawfordconnect.com).

*We thank all applicants for applying, however, only qualified candidates selected for an interview will be contacted.*

**Key Contact: Ann Armstrong, Senior Search Consultant, [ann@crawfordconnect.com](mailto:ann@crawfordconnect.com)**

