



**THE TERRY FOX
FOUNDATION**

Job Title: Director, Philanthropy
Reports To: Vice President, Philanthropy
Employment Type: Permanent, Full-time
Location: Toronto/ Hybrid
Closing Date: August 19, 2022

The Terry Fox Foundation

Nearly 1 in 2 Canadians will be diagnosed with cancer in their lifetime. For 42 years, we have worked hard to achieve Terry Fox's vision – a world without cancer. This vision unites us and inspires The Terry Fox Foundation's research excellence, innovation and creativity. Our research institute is a collaboratively oriented, pan-Canadian organization focused on improving cancer research outcomes for the benefit of cancer patients everywhere. We want to ensure that today's best science becomes tomorrow's affordable medicine.

There is no other non-profit organization in this country that consistently rates as high as The Terry Fox Foundation in the hearts and minds of Canadians. With over 10,000 annual Terry Fox Runs taking place in communities across Canada Terry's legacy offers unprecedented opportunities to tell the story of this Canadian icon, promote the significant impact of The Terry Fox Foundation, and inspire generosity.

Driven by Terry and his Marathon of Hope, we now have an historic opportunity to reshape cancer research in our country through a national collaboration that is unlocking the power of precision medicine. With a landmark commitment from Health Canada to match donations up to \$150 million and partnerships with 37 research centres and hospitals, it is more critical than ever that we deliver on our goals that will ultimately lead to future breakthroughs and discoveries.

Philanthropy is critical to our success. The Terry Fox Foundation is leading a comprehensive campaign with Foundation partners across the country that will drive growth and impact and make a vital difference where it matters most – in the lives of cancer patients.

Position Summary

Reporting to the Vice President, Philanthropy, the Director, Philanthropy will infuse passion, energy, and strategic thinking to drive major philanthropic revenue and achieve The Terry Fox Foundation's ambitious growth mandate. The ideal candidate is an accomplished major gift fundraiser and relationship builder, with a successful track record securing support at leadership, transformational and principal gift levels, and cultivating lasting, meaningful relationships. The selected candidate will be mission and results driven with experience leading fundraisers to achieve ambitious revenue goals while delivering exceptional stewardship experiences for our supporters. The Director, Philanthropy will have well-honed skills and the ability to thrive in a high-energy, entrepreneurial organization as part of a committed team. The Director will lead by example in collaborating with internal and external stakeholders to strengthen a culture of philanthropy that supports The Terry Fox Foundation's vision for the future.

Key Responsibilities

- Developing and implementing clearly defined strategies for identifying, cultivating, soliciting and stewarding major gift donors and prospects.
- Managing a personal portfolio of 100-150 major donors and prospects and driving results to exceed personal fundraising goals on an annual basis.
- Preparing and closing major gift solicitations of \$25,000+.
- Persuasively articulating the mission and goals of The Terry Fox Foundation and translating complex science and research priorities that inspire philanthropic investment.



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- Consistently delivering on exceptional donor experiences and ensuring appropriate donor recognition, acknowledgment, and stewardship.
- Meeting annual revenue objectives and other key performance metrics.
- Growing and leading a major gifts fundraising team toward ambitious team goals and ongoing professional development.
- Working with senior volunteers, donors, and staff to set, meet, and exceed ambitious fundraising targets.
- Working with the Senior Director, Philanthropic Research and Strategy to find new major gift opportunities and implement effective, creative, and personalized strategies for increased giving.
- With support from Manager, Administration and Donor Services, planning and executing in-person and virtual cultivation and stewardship events for major donors and prospects throughout the year.
- Serving as a collaborative member of the Philanthropy Team and contributing to overall fundraising strategy and performance.
- Documenting interactions, participating in prospect management meetings, and utilizing Salesforce to support relationship management.
- Leading or co-leading Foundation cross-functional projects as required.

Desired Skills, Competencies, and Qualities

- A strong understanding of major gift best practices and proven track record as an exceptional major gifts fundraiser.
- Demonstrated experience in cultivating, soliciting, and stewarding high net worth prospects, donors, and other internal and external stakeholders, with the ability to build relationships with a keen sense of diplomacy
- The ability to drive innovation and growth, and be a detail-oriented implementer who can mobilize small teams to translate strategy into results.
- Demonstrated ability handling multiple, complex fundraising initiatives simultaneously in a fast-paced environment.
- Outstanding relationship management, interpersonal, and communication skills (written and oral).
- Strong and motivational leadership skills to support a growing major gifts program. Experience building and managing successful teams and mentoring fundraisers toward increasing levels of success.
- Ability to handle sensitive and confidential information appropriately and with integrity, and build collaborative relationships and interactions with cross-functional teams.
- A naturally high-energy, self-motivated and creative approach.
- Advanced proficiency in Office 365.
- Experience using donor database management tools such as Raiser's Edge or Salesforce.
- A bachelor's degree in a relevant field of study.
- CFRE designation an asset.

Join Us

After 143 days and 5,373 kilometres, Terry was forced to stop running outside of Thunder Bay, Ontario. Before returning to BC for treatment Terry said, "I'm going to do my very best. I'll fight. I promise I won't give up." He never did. And neither will we. If Terry Fox and his Marathon of Hope have meaning for you and you are passionate about making a difference in the lives of people facing cancer, The Terry Fox Foundation would like to hear from you. If you are interested in applying for this position, please submit a cover letter and resume by Friday August 19th to andrea.tang@terryfox.org.