



TITLE: Director, Corporate Partnerships
REPORTS TO: VP, Philanthropy
DETAILS: Full-time, salaried
APPLICATION DEADLINE: June 23, 2023
START DATE: August 21, 2023

Hiring Salary Range: \$95,000 - \$105,000. Eligible for additional compensation in annual performance bonus. Employer also pays defined-benefit pension contributions.

ROLE SUMMARY:

Reporting to the VP, Philanthropy, the Director will manage the acquisition, cultivation and stewardship of corporate relationships to accelerate the fundraising success of TPLF. The Director, Corporate Partnerships, will join a dynamic and collaborative team poised for ambitious revenue growth. Within this team environment, this opportunity allows for a high level of autonomy in growing the Foundation's corporate portfolio and building on recent success in attracting high profile corporate partners. Central to the work of this role is creating a pipeline of prospects whose interests align with the fundraising priorities of the Toronto Public Library, cultivating and soliciting these prospects as well as stewarding current corporate donors to renewed and increased giving. This role is based at the Toronto Reference Library at Yonge & Bloor in downtown Toronto (note: TPLF staff are currently working a hybrid schedule). Salary will be commensurate with skills and experience.

ABOUT TORONTO PUBLIC LIBRARY FOUNDATION:

TPLF was established in 1997 as a charity to support the world's busiest urban public library system – Toronto Public Library. Funds raised by the Foundation support life-changing programs, services, spaces and collections at the Library's 100 branches. Given the impressive scope of programs and services and the TPL's wide reach across communities in the GTA, the potential for donor impact is tremendous. Since its inception, the Foundation has raised over \$100 million for TPL, thanks to the generosity of donors. To learn more about the Toronto Public Library Foundation, visit tplfoundation.ca.

KEY RESPONSIBILITIES:

With support from the VP, Philanthropy and CEO:

- Develop and maintain a robust relationship network within the Canadian corporate sector on behalf of the Toronto Public Library. Conduct yourself as an ambassador of the Foundation internally and externally.

- Build strong prospect pipeline, cultivating relationships with corporate prospects and donors whose philanthropic and/or sponsorship interests align with the Toronto Public Library fundraising priorities
- Bring creativity and an innovative approach to identifying and pitching partnership opportunities for corporate donors and partners. Position TPL to inspire prospective partners around potential shared community impact.
- Create recognition, cultivation and stewardship opportunities with the Marketing team and Toronto Public Library staff
- Work collaboratively with the revenue team to identify opportunities across revenue streams (e.g. corporate relationships that may serve individual giving or event objectives)
- Support a Corporate Committee of Board members and senior volunteers to strengthen pipeline and advance new corporate relationships
- Maintain a disciplined approach to solicitations and the management of donor relationships, including but not limited to, developing briefs, case for support, proposals, meeting prep, and follow up
- Meet or exceed annual revenue target for portfolio
- Participate in the annual budgeting process by establishing annual fundraising goals, regularly monitoring progress against goal and conducting mid-year forecasting
- Update Raiser's Edge to ensure relationship knowledge is captured and moves management best practices is followed
- Remain current on emerging trends in corporate fundraising and sponsorships to identify opportunities for growth

KEY WORKING RELATIONSHIPS:

- Internal: Revenue team, marketing, stewardship, events, database and donor relations, Toronto Public Library team including executives through to the branch network
- External: Board members, Corporate Committee, volunteers, vendors

Qualifications:

- Post-secondary degree
- Seven to 10-years experience in fundraising roles in a corporate or not for profit environment
- Demonstrated experience managing a corporate portfolio with a proven track record of meeting seven-figure+ annual targets.
- Ability to develop strategic approaches to identify and develop corporate relationships and opportunities for both annual gifts and multi-year giving
- Excellent oral and written communication skills, with experience creating compelling fundraising proposals and customized donor correspondence
- Experience working with and leveraging senior volunteers and other stakeholders to advance fundraising objectives

- Experience using a donor database in a fundraising environment, preferably Raisers Edge. Experience with sophisticated moves management and pipeline reporting an asset
- Well-developed budget management skills
- Commitment to excellence and professional development
- Enthusiastic self-starter who is able to multi-task, collaborate and be resourceful

Personal Skills:

- Exceptional relationship and consensus building skills across a diverse audience
- Sharp strategic skills with the ability to create compelling and clear strategies and priorities
- Sophisticated, savvy, energetic, bold, visionary, storyteller & team player
- Strong communication skills across all mediums: print, email, social, in person
- Excellent organizational skills, detail oriented
- Critical thinker who provides solutions working solo and with cross-functional teams
- Comfortable with high-net wealth individuals
- Team player with collaborative style, will roll up their sleeves to get the job done
- Creativity, curiosity, sense of humor, high energy level, and an enthusiasm for meeting and working with a wide range of individuals
- Passionate about the Library and its future

Commitment to equity and diversity

The Toronto Public Library Foundation invites applications from all qualified individuals. The Foundation is committed to employment equity and diversity in the workplace and welcomes applications from visible minorities, Indigenous people, persons with disabilities, and persons of any sexual orientation or gender identity. Upon request, accommodation will be provided for persons with disabilities through all stages of the recruitment and selection process.

TO APPLY:

- Please send CV and cover letter to: tplfjobs@tpl.ca (email only, no phone calls please) by June 23, 2023
- Please include: DIRECTOR – CORPORATE PARTNERSHIPS_[YOUR NAME] in subject line
- Only qualified candidates will be contacted