



The Princess Margaret
Cancer Foundation  **UHN**

**CONQUER
CANCER
IN OUR
LIFETIME**

Vice President,
Transformational & Major Giving



TABLE OF CONTENTS

The Opportunity	3
Key Duties & Responsibilities	4
Required Experience & Skills	5
CARE at The Princess Margaret Cancer Foundation.....	6
About The Princess Margaret Cancer Centre.....	7
Foundation Senior Leadership Team	9
Foundation Board Committees	10
Organizational Charts	11

Application Process

KCI Search + Talent has been retained to conduct this search on behalf of The Princess Margaret Cancer Foundation. For more information about this opportunity, candidates are invited to contact Tara George or Ellie Rusonik via email at PMCF-VP@kcitalent.com.

To be considered for the role, candidates are invited to send a resume and letter of interest to the email address listed above. **Please note that candidate submissions will be reviewed as they arrive, so early inquiry and submission is encouraged.** All inquiries and applications will be held in strict confidence.

The PMCF aims to make our recruitment and selection processes as accessible as possible and will provide accommodations as required for applicants with disabilities, in accordance with the Accessibility for Ontarians with Disabilities Act. If you require any accommodations at any point during the application and hiring process, please contact our search firm partners at KCI directly.

Recognizing the strength and value of diverse perspectives and lived experiences in representing the communities served by The Princess Margaret, we encourage applications from Indigenous, Black and racialized people, women, people with disabilities, and people of diverse sexual and gender identities.

Vaccines (COVID-19 and others) are a job requirement unless you have an exemption on a medical ground pursuant to the Ontario Human Rights Code.

The Princess Margaret Cancer Foundation UHN

Vice President, Transformational & Major Giving

Cancer touches everyone. With cancer stubbornly remaining the number one cause of death for Canadians, and the second leading cause worldwide, and cases expected to double in the next 20 years, our top priority must be to accelerate cancer research and care.

At The Princess Margaret, we have a bold vision to *Conquer Cancer In Our Lifetime.*

As one of the world's top five cancer research centres, Princess Margaret Cancer Centre is known for its game-changing scientific discoveries and exceptional patient care. And the Foundation's role is to support, enable, and accelerate this work.

There are many signs that the future is bright. Our dedicated community, combined with the excellence, determination, and creative thinking of the team at the Princess Margaret Cancer Centre, is building a movement around cancer. Together, we can all make a profound impact, prolonging lives and giving people more time with their loved ones, both here and around the important advances.

With the generous backing of a passionate community of supporters, we're transforming the cancer experience, giving real hope to cancer patients in Canada and around the world. This past fiscal year the Foundation raised \$284 million, our highest revenue ever, and granted \$144.9 million to the Princess Margaret Cancer Centre to help turn this vision into a future reality. These crucial funds helped to drive world-class cancer research forward and set new standards of care.

With the power of our movement, we will achieve our vision to Conquer Cancer In Our Lifetime. Every donation made today accelerates cancer research, improving and prolonging lives tomorrow.



THE OPPORTUNITY

Established in 1982, The Princess Margaret Cancer Foundation (The PMCF) has been setting daring and audacious goals with a mindset that is driven by our culture and passion for the cause. We have pioneered many successful fundraising programs, including our world-leading Princess Margaret Home Lottery, and some of the world's largest peer-to-peer cancer fundraising events, and have a sophisticated Major and Estate Giving program.

Moving forward, we are excited to introduce this new Vice President role to grow and lead our efforts in transformational-level philanthropy. Reporting to the President & Chief Executive Officer and serving as a key member of the Foundation's Senior Leadership Team, the Vice President, Transformational & Major Giving will be the designated lead, internal champion, and resource for transformational (\$10M+), major (\$50k-\$9.99M) and planned and estate gifts.

We are seeking an experienced, forward-thinking senior leader to join the Foundation, providing leadership to a team of talented fundraising professionals, and driving an ambitious fundraising plan as we prepare to launch a historic, comprehensive fundraising campaign for The Princess Margaret.

Virtually all academic healthcare fundraising is characterized by an organization's success in attracting large transformational and major gift donors to fuel a campaign. While The PMCF has attracted transformational gifts in the past and has a well-established major gifts program, there is capacity for it to grow significantly and indeed will be integral to a successful campaign.

We are seeking an individual with proven transformational gift experience and an entrepreneurial spirit to help us grow new 7 and 8-figure gift commitments to The PMCF and its campaign priorities. The new Vice President will also work directly with select transformational donor prospects, as well as closely engage with the Campaign Chair(s) and other volunteers, the Foundation CEO and senior leaders, and with UHN leadership and cancer centre colleagues to successfully achieve our ambitious fundraising goals.



The Foundation has a strong team of major gift fundraisers, with a broad range of experience in the sector. The new Vice President will enhance our bench strength by being a role model and coach the team on major and transformational giving.

It is also important that we increase the volume of major gift discussions significantly, particularly given their importance to the campaign. Having a dedicated resource with extensive experience in this area will help address the anticipated volumes and set ambitious donor call activity for the major gifts staff. They will be responsible to build upon the transitional gift strategy and ensure alignment with the 5-year strategic plan.

The PMCF offers a competitive compensation package including base salary, incentive pay, health benefits, and participation in the Healthcare of Ontario Pension Plan (HOOPP). The hiring range for this role is \$250,000 - \$325,000 plus incentive compensation of up to 20%.

This position is based at the Foundation offices at 700 University Avenue in Toronto. The Foundation currently offers a hybrid work environment with Tuesday, Thursday, and one other day per week in office, or as required subject to business needs. Please note that the role requires willingness and availability to work flexible hours, including some after-hours work and weekends from time to time.

KEY DUTIES & RESPONSIBILITIES

The Vice President, Transformational & Major Giving will focus their time, attention, and efforts in the following areas:

- As a member of the SLT, contribute to the overall Foundation strategy, performance, and culture while embodying our values.
- Provide support and reporting to the Fundraising Advisory Board, documenting success and seeking their advice and counsel.
- Inspire a team of 25+ fundraising professionals, providing strategic leadership and guidance to elevate, build, and grow the major, estate, and transformational giving portfolio to achieve our ambitious fundraising goals.
- Ensure accountability to and achievement of team revenue goals, demonstrating inclusive and inspiring leadership within the department, and across The PMCF to achieve unparalleled success.
- Develop annual and multi-year operational and financial plans for transformational, major, and estate giving that align with the 5-year strategic plan.
- Define, develop, and execute a transformational gift strategy in alignment with the campaign and the 5-year strategic plan.
- Manage and steward a dedicated portfolio of major and transformational gift fundraising prospects/donors, generating fundraising revenue toward our ambitious fundraising goals, and driving results on an annual basis and for the duration of the campaign.
- Enhance and build our estates and planned giving portfolio to capitalize on our strong brand and to align with the campaign and 5-year strategic plan.
- In conjunction with the VP, Campaign and other members of the SLT, participate in internal campaign readiness assessment and support activities to prepare the Foundation for the launch and implementation.

- Contribute to revenue generation in programs outside of the immediate portfolio by jointly developing strategy, referring and sharing prospects, and creating opportunities for others in a collaborative way.
- Demonstrate support for our vision including through active participation in and involvement with our signature events.

REQUIRED EXPERIENCE & SKILLS

Strategic Leadership

- A minimum of 10 years of experience in progressive leadership roles working with numerous senior-level stakeholders in complex environments, ideally academic or healthcare environments.
- Ability to contribute to and interpret business strategy, connect it to the organization's priorities, and successfully implement.
- Demonstrated experience working as a collaborative and productive member of a senior management team.
- Strong financial acumen and experience being accountable for large departmental revenue and expense budgets.
- Strategic thinker with the ability to see the big picture, balancing short- and long-term objectives and competing priorities, and identifying and generating business development opportunities.
- Superior verbal and written communication abilities, and exceptional listening skills.
- Strong administrative and organizational skills, including robust analytical abilities, and resourcefulness and creativity in problem-solving.
- Proven ability to build and sustain relationships at all levels internally with colleagues and externally with the Board and other volunteers and donors.
- Proven ability to exercise sound and independent judgement in a variety of different situations, maintaining absolute confidentiality and discretion where required.
- Demonstrated ability to lead with excellence and enable the success of a large and diverse team and wider organization through leadership and effective management.
- An excellent coach and mentor who brings a track record of hiring, nurturing, and developing top talent and earning the respect of colleagues and team members.
- Demonstrated commitment to principles of Inclusion, Diversity, Equity, Accessibility, and Anti-Racism (IDEAA).



- Strong and consistently demonstrated alignment with our values of Collaboration, Accountability, Respect, and Excellence.
- A bachelor's degree or higher is preferred for this role, or an equivalent combination of work experience and education.

Fundraising

- Proven success securing major and transformational gifts at the 7- and 8-figure level.
- Strong experience in and understanding of the Canadian philanthropic landscape.
- Superb relationship management skills with the donor, their family and/or professional advisors, including the ability to navigate what are often complex dynamics.
- An ability to formulate “big ideas” working in conjunction with both the donor and the leadership of the Cancer Centre.
- Intellectual nimbleness and an ability to translate complex clinical and scientific information into everyday language, both through exceptional writing skills and strong verbal communication.
- An ability to strategically align institutional needs with donor interests and recommend creative funding options.
- Technical knowledge and expertise in structuring large, complex gifts, both on an outright basis and on a legacy basis in the case of planned giving.
- Exceptional negotiating skills to ensure that the interests of Princess Margaret Cancer Centre are always paramount.
- Experience partnering with third-party organizations to support transformational donors who wish to solve systemic issues through multiple organizations rather than through a single entity.
- Demonstrated understanding of how to negotiate effective gift agreements with the donor, to ensure realistic, reasonable, and timely reporting on achievements and impact.
- Valuing stewardship as much as securing the gift, and an understanding of how to structure donor recognition opportunities commensurate with the size of the gift.

CARE AT THE PRINCESS MARGARET CANCER FOUNDATION

We believe that how we work together is as important as what we do. When we make choices and take actions that align with our values, we achieve greater success, and our lives at work are happier and more meaningful.

The people of the PMCF choose to create a culture that supports **C**ollaboration, **A**ccountability, **R**espect & **E**xcellence (**CARE**). Essential to these values is a commitment to IDEAA: Inclusion, Diversity, Equity, Accessibility and Anti-Racism.



Collaboration

We are one team.



Accountability

We are responsible for our actions and decisions.



Respect

We foster an environment of trust and inclusion.



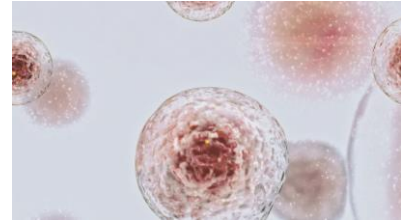
Excellence

We strive to set the highest standard.

ABOUT THE PRINCESS MARGARET CANCER CENTRE

Welcome to the Home of Cancer Breakthroughs! *We have a long list of world firsts and we will not stop until we stop cancer. Below we've listed just a few of the major breakthroughs driven by science and creativity at The Princess Margaret:*

We revolutionized the world's understanding of cancer. Princess Margaret scientists Till and McCulloch's discovery of the stem cell in 1963 was a revolutionary moment in cancer research and care. The cell's ability to renew and repair tissues in the human body laid the foundations for regenerative medicine around the world.



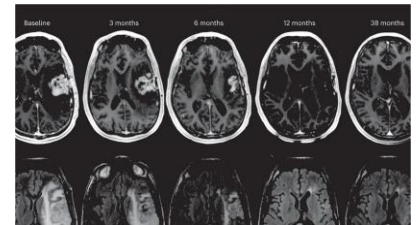
We pioneered immunotherapy, a less toxic alternative to chemotherapy. Dr. Tak Mak cloned the T-cell receptor in 1983, a discovery that paved the way for more effective and less toxic cancer treatments through immunotherapy.

We developed a blood test with the potential to change how cancer is detected. In 2018, Drs. Daniel De Carvalho and Scott Bratman developed a simple blood test to detect different kinds of cancer and their location in the body, potentially diminishing the need for biopsies and allowing doctors to detect cancer earlier, when it's more curable.



We learned that cancer cells can hide. In 2021, Dr. Catherine O'Brien discovered that cancer cells can hibernate like bears to survive chemotherapy and other anti-cancer drugs. This important finding is helping researchers discover new treatments that prevent cancer cells from surviving chemo and causing a relapse.

We're extending the lives of glioblastoma patients. Drs. Farshad Nassiri and Gelareh Zadeh published results of a clinical trial showing a new treatment for recurrent glioblastoma, a challenging cancer, is well tolerated and extends patients' lives.

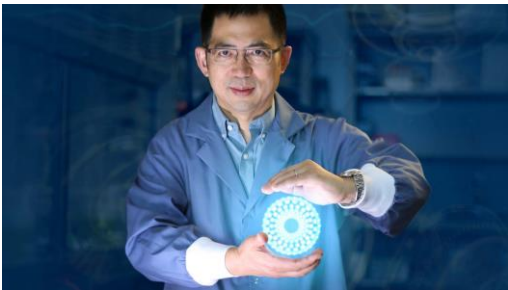


We're improving the effectiveness of immunotherapy. Dr. Naoto Hirano has pioneered novel approaches to improve the effectiveness of immunotherapy and make it available to a wider range of patients. His new (CAR) T-cell approach is currently in clinical trials.



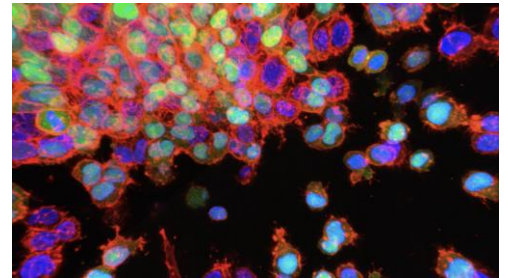
Hodgkin Lymphoma used to be a death sentence. Then we discovered it was curable. In 1950, Dr. Vera Peters discovered Hodgkin lymphoma could be cured with extended field radiation.

We find what can't be seen. In 2014, Dr. John Dick discovered some patients are pre-disposed to leukemia and cardiovascular diseases, helping to identify patients at risk of cancer and heart disease before patients even show symptoms of these illnesses.



We use new tech to see cancer in a new light. In 2014, Dr. Gang Zheng developed unique nanotechnology to make tumours glow, giving patients the potential to receive information in real-time on how their cancer is responding to treatment.

We are home to one of the world's largest clinical trials programs. We test more new therapies to benefit cancer patients around the world.



We can predict who will respond to immunotherapy. Which patients will respond to cancer treatment has long perplexed doctors, and with potentially devastating consequences for patients and their loved ones. Drs. Lillian Siu, Scott Bratman, and Trevor Pugh have demonstrated the ability of early "liquid biopsy" DNA blood testing to predict immunotherapy response across many cancer types.

We give more patients more hope. We have performed over 3,000 stem cell transplants through the Hans Messner Allogenic Stem Cell Transplant program — the largest of its kind in Canada.



FOUNDATION SENIOR LEADERSHIP TEAM

Miyo Yamashita, President & Chief Executive Officer



Miyo joined The Princess Margaret Cancer Foundation as its President and Chief Executive Officer in July of 2021. She has spent the past twenty years in corporate Canada, where she has held senior leadership roles in multiple industries, including management consulting, banking, and IT, leading large enterprise transformation initiatives and major operations across sales, HR, marketing, regulatory risk and compliance, and corporate strategy.

Miyo actually started her career in the Ontario public hospital system in data privacy and risk management, and she worked at UHN in the early 2000s before starting a consulting company. In 2004, the Princess Margaret became the first client of her newly formed consulting firm, which was then acquired by Deloitte Canada in 2010.

At Deloitte, Miyo served on Deloitte Canada's Executive Committee where she led the firm's priority client accounts, the HR function, Marketing, Brand, and the client employee experience. She also served on Deloitte's global board of directors and was the first woman from a visible minority group to serve on the Canadian Executive Leadership team and the global board of directors in Deloitte's nearly 165-year history. After Deloitte, Miyo served as the Global Chief Privacy Officer and head of digital media compliance for TD Bank Group. She also worked as the Chief Strategy Officer for MindBridge AI, one of Canada's largest and fastest-growing artificial intelligence startups.

Miyo was delighted to "come home" to The Princess Margaret to raise money for cancer care, education and research after seeing many families, including her own, ravaged by cancer, and she firmly believes the next curve we need to flatten as a global human community is cancer.

In 2017, Miyo was named one of Canada's *Top 100 Most Powerful Women* by the Women's Executive Network. She holds a Ph.D. and MA in communications from McGill University, and a BA in English from the University of Manitoba, Miyo and her husband have two sons.

Senior Leadership Team

John Anzin, VP, Finance

Emily Douglas, Director, People & Culture

Sherri Freedman, Special Advisor to the President & CEO

Melanie Johnston, Chief Marketing Officer

Steve Merker, VP, Corporate & Community Partnerships

Ramona Oss, VP, Lottery

Tim Rochon, Chief Business Officer

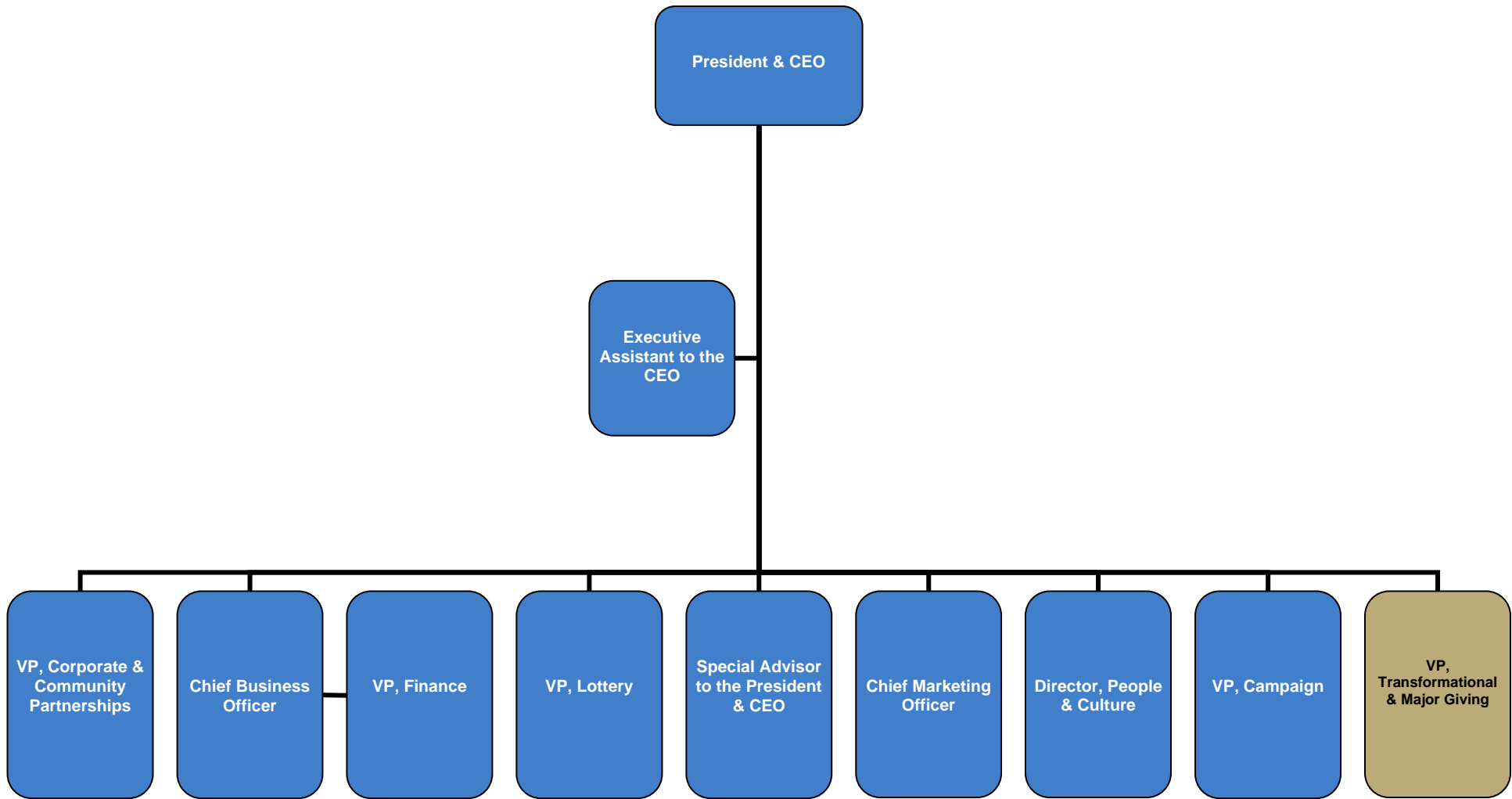
Shannon Stuart, VP, Development

Miyo Yamashita, President & Chief Executive Officer

FOUNDATION BOARD COMMITTEES

BOARD COMMITTEE	LEADERSHIP	MEMBERSHIP	
Executive Committee	Chair: Richard Rooney Vice Chair: Jochen Tilk	J-F Courville Harry Goldgut Stacey Madge	Duncan Sinclair Sarah Bull Dr. Kevin Smith (UHN CEO)
Audit & Risk	Chair: Helena Malloy Hicks	Christina Kramer David McGraw Mary Robertson	Richard Rooney Duncan Sinclair
Commercialization	Chair: J-F Courville	Rohit Bhapkar Nancy Carroll Eric Monteiro Jackie Nixon Gowdy	Sam Ridesic Richard Rooney Emily Walsh
		Appointed Directors: Dr. Bradley Wouters (UHN, EVP Science & Research) Dr. Aaron Schimmer (Research Director, PM Cancer Centre)	
Governance	Chair: Duncan Sinclair	Mary Filippelli Candace Innes Richard Rooney	Donna Young Maureen Shaughnessy Kitts (Community)
Granting, Stewardship & Impact	Chair: Harry Goldgut	Judith Irving Christina Kramer Richard Rooney	Sean St. John Humza Teherany Jochen Tilk
		Ex Officio (Non-Voting): Dr. Keith Stewart (VP, Cancer) Dr. Bradley Wouters (UHN, EVP Science & Research) Dr. Aaron Schimmer (Research Director, PM Cancer Centre)	
Human Resources Committee	Chair: Stacey Madge	Yousry Bissada Eric Monteiro	Richard Rooney
Investment	Chair: Sarah Bull	Richard Rooney Bob Dorrance	Anish Chopra (Community) Omeonga Saidi (Community) Aazar Zafar (Community) Terry Bacinello (Community) Stuart Waugh (Community)
Fundraising Advisory Board	Chair: Jochen Tilk	Mark Allison Greg Cochrane David Engel Harry Goldgut Stacey Madge Reetu Gupta	Richard Rooney Duncan Sinclair Tom Ehrlich (Community) Tina Tehranchian (Community) Michael Wilson (Community)

ORGANIZATIONAL CHART – President & CEO Direct Reports



ORGANIZATIONAL CHART – TRANSFORMATIONAL & MAJOR GIVING TEAM

