



Vice President, Philanthropy and Business Development Job Description

Job Title:	Vice President, Philanthropy and Business Development
Organization:	Pancreatic Cancer Canada
Location:	Hybrid - Toronto/Remote
Reports to:	Chief Operating Officer
Status:	Permanent, Full-Time
Direct Reports:	Director, Marketing & Communications Senior Manager, Events and Business Development Manager, Major Gifts Senior Development Officer, USA

Background

Pancreatic Cancer Canada (PCC) is a vibrant, progressive organization taking on the world's toughest cancer. We are committed to raising the survival rate through investments in research and increased awareness of the disease, while ensuring patients and their families have access to the specialized care and support they need at every stage. With devastating statistics and a lack of meaningful progress, we know just how aggressive we must be in taking on this challenge. That is why our fundraising and awareness efforts are bold and unapologetic.

Our expansion under Pancreatic Cancer North America will allow for tremendous growth and deepened impact in the years to come. Led by a visionary Chief Executive Officer, governed by an influential Board of Directors, and driven by a growing staff team with passion and expertise, we are taking on pancreatic cancer with the ultimate goal of saving more lives.

The Opportunity

The Vice President, Philanthropy and Business Development plays a vital role in advancing our mission by driving forward our ambitious revenue and partnership strategy to ensure we achieve measurable and lasting impact. Reporting to the Chief Operating Officer (COO), the Vice President serves on the senior management team and is responsible for Pancreatic Cancer Canada and Pancreatic Cancer North America's revenue streams. Your strategic vision and ability to foster meaningful relationships is essential to securing strategic alliances, raising funds and ensuring the overall growth of PCC and PCNA. This is an outstanding opportunity to create and lead a dynamic team, shape our growth strategy, and make a real difference in the lives of those affected by this horrific disease.

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316-4211 Yonge Street, Toronto, ON, M2P 2A9

Charitable Registration Number 84870 1967 RR0001

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In collaboration with the CEO and COO, the Vice President leads by shaping the future of our philanthropy programs and strengthening our culture of philanthropy. You will build a program that delivers exceptional cultivation, solicitation, and stewardship to donors. As an experienced and accomplished fundraiser, the Vice President will leverage their skills and model best practices by actively leading a portfolio of major/principal gifts, building long-lasting and productive relationships and strategic alliances, and by ensuring superior donor experiences.

Primary Responsibilities

Strategy and Leadership

- Advance the mission, vision, and values of PCC and PCNA in partnership with the CEO, COO, and senior leadership colleagues
- Contribute to the organization-wide strategic planning process, ensuring key drivers of the philanthropy and business development portfolio are integrated
- Lead the development of a multi-year revenue strategy for PCC and PCNA to support the achievement of the strategic plan, including performance targets and indicators for regular progress tracking
- Participate in short-term and long-term implementation planning with the COO and senior management colleagues to execute the overall strategic plan
- Establish annual budgets and business plans in collaboration with fundraising leads, interdepartmental colleagues and COO
- In collaboration with senior management and teams, optimize processes and structure to increase efficiency and accountability, while enhancing overall performance and revenue growth
- Work with PCC and PCNA board members and provide leadership to the Fundraising Committee to fulfil its focus on identifying and leveraging new business opportunities and philanthropic support
- Provide oversight to the portfolio's expense budget, monitoring expenditures and ensuring optimal allocation of resources
- Embrace, contribute to and actively promote a positive values-based organizational culture

Philanthropy and Fundraising

- Create an overarching vision for revenue development that drives innovative fundraising and transformational growth, in collaboration with the COO and other key stakeholders
- Provide strategic leadership and create a cohesive strategy to align all revenue portfolios, including cross-functional collaboration to foster opportunity development
- Develop and maintain an in-depth knowledge of the organization's mission and funding priorities, ensuring collaboration between fundraising, marketing and program teams to create

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- compelling donor offers, funding proposals and stewardship initiatives
- Oversee the implementation of multi-year fundraising plans to grow the current revenue streams of PCC and PCNA by implementing ambitious plans to unleash the passion of corporate and community networks through innovative fundraising approaches
 - Demonstrate understanding of donor segments (e.g., workplace donors, corporations, foundations, government entities, individual, etc.) and create specific strategies to reach each segment
 - Leverage current and new digital platforms, technologies, and strategies to effectively reach and engage donors
 - Develop and execute year-round engagement and retention plans for donor segments, building donor loyalty through personalized engagement
 - Foster a culture of data-driven decision-making to inform strategic choices and analysis for monitoring progress, identifying areas for improvement and driving organizational success.
 - Oversee event planning related to philanthropic donor engagements
 - Establish and maintain gift acceptance and stewardship policies and procedures in line with CRA, Imagine Canada, and AFP requirements and best practices in Canada, and with the IRS and related oversight bodies in the USA

Business Development and Strategic Partnerships

- Develop the overarching strategy for what strategic funding partnerships will be for both PCC and PCNA
- Build, develop and maintain innovative, effective and mutually beneficial partnerships that support identified priorities for mission and that facilitate greater awareness of our brand and cause
- Ensure exceptional stewardship of our partners that deepen opportunities for expansion and growth in their support, deepening opportunities for partnership extensions that yield long-term results
- Develop and implement best practice guidelines for the partnership portfolio to ensure lessons learned are integrated across the organization

Marketing and Communications

- Provide leadership and strategic vision for efforts to advance brand profile and market presence
- Oversee and advise on strategies to increase donor, sector, and public engagement
- Lead efforts to enhance visibility of our mission activities and offerings to those impacted by pancreatic cancer
- Champion the development and implementation of enhanced marketing and communications strategies, both internal and external, across various digital, social and traditional mediums

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Team Leadership

- Develop, lead and inspire a diverse, talented, and high-performing team to ensure that the mission and core values of PCC and PCNA are put into practice by ensuring the team's accountability for supporting financial and donor experience goals
- Commitment to both personal and team professional development
- Support the fundraising teams' efforts to achieve annual revenue targets and key performance indicators by providing strategic support, problem-solving, and the resources needed to succeed
- Foster synergy between fundraising, marketing and communications, and programs and services to create meaningful connections and advance our mission

Qualifications

- Progressively senior fundraising experience, with 8+ years in a senior fundraising role
- Experience with high-net-worth individuals, families and foundations
- A proven track record of securing major and planned gifts at the high-five and six figure level
- Experience managing fundraising across diverse revenue streams including major and annual giving, planned giving, events, corporate sponsorship and partnerships
- Demonstrated experience building, managing, and retaining successful fundraising teams
- Entrepreneurial mindset, with a proven ability to develop and deliver multi-faceted partnerships with marketing and revenue results
- Proven ability to effectively evaluate, analyze and interpret data and information to advance all development activities
- An analytical and critical thinker who possesses the ability to set plans and priorities in place that achieve the broader strategic goals - while also focusing on the details that drive these outcomes
- A leader with a highly collaborative approach, and the desire to work effectively across teams at all levels of the organization and across functional units to achieve impact
- A proven ability to work in a fast-moving organization and receptive to change
- Strong skills in volunteer management including coaching and supporting Board, other senior fundraising volunteers and leveraging volunteer engagement into revenue-generating initiatives
- Superior verbal, written and presentation skills that is both confident and persuasive
- Strong project planner and implementer who is both highly strategic and detail oriented
- Ability to travel within Canada and the USA
- University degree specializing in fundraising, marketing, business or strategy, or an equivalent combination of education and experience

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What You Will Enjoy

- A comprehensive benefits package including a defined-benefit pension plan (HOOPP), outstanding health and dental benefits that includes an Employee Assistance Plan and a generous health spending account
- A competitive salary and vacation allowance
- We work in a hybrid model of remote (Monday and Friday) and office (Tuesday through Thursday)
- A highly collaborative, passionate and entrepreneurial team environment where new and innovative ideas/approaches are encouraged

If you are interested in this opportunity, please forward your resume and cover letter, including salary expectations, by Friday February 23, 2024 to:

Amanda Jodoin
Chief Operating Officer
ajodoin@pancreaticcancercanada.ca

Pancreatic Cancer Canada (PCC) is committed to building and preserving an open, inclusive, and healthy work environment. We welcome all applicants to apply to join our team. We accommodate people with disabilities throughout the recruitment and selection process and applicants are encouraged to advise PCC if an accommodation is required. We thank you for your interest in working at PCC and we will contact those qualified to continue in the recruitment process.

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