



WOMEN'S HEALTH
COLLECTIVE CANADA

Chief Development Officer

Women's Health Collective Canada (WHCC) was created as a strategic alliance to build an equitable and inclusive future for women's healthcare and research.

Founded in 2019 as a national not-for-profit organization by Canada's leading women's health and hospital foundations (Alberta Women's Health Foundation, Women's College Hospital Foundation and BC Women's Health Foundation), WHCC partners with value aligned companies to effect meaningful change.

WHCC has applied for charitable status.

Together with Member institutions from across Canada we:

- Fund medical research that addresses the needs of women
- Raise awareness on the gender health gap
- Dispel misconceptions about women's health
- Broaden the scope and reach of world class women's health programs
- Create higher standards of care for all women

WHCC corporate partners support women in receiving equitable access to healthcare, through nationwide campaigns and initiatives that produce powerful results. Through intentional collaboration, WHCC is a pan-national organization that brings resources, fundraising, and some of the brightest minds in science and healthcare together to address the wider gaps we cannot tackle on our own. To learn more about WHCC go to <https://whcc.ca/about/>.

The first Chief Development Officer (CDO) of the Women's Health Collective Canada is a unique opportunity to make an enduring difference in healthcare of Women nationally by attracting and supporting national partnerships. Building on an exceptional platform of outstanding women-focused hospitals and programs nationally which include physicians, medical educators and researchers, the CDO will be well supported to lead the WHCC in making a significant impact on the health of women, social justice and equity. This is an opportunity to lead WHCC's drive to build awareness, support and funding for health care for all women, including marginalized populations.



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THE IDEAL CANDIDATE

The ideal candidate for the role of CDO is an accomplished leader with a demonstrated and successful track record of fundraising, cause marketing, and operational experience, including fiscal responsibility and budget preparation. Authentic, transparent, collaborative, self-starting, and innovative, they will demonstrate sophisticated relationship building skills and be a compelling communicator with strong interpersonal skills to inspire investment in women's health. A commitment to equity will be leveraged by a deep understanding of philanthropy and the not-for-profit sector, a strong marketing mindset, and proven track-record in fundraising.

The successful candidate will have a track-record as an entrepreneurial leader who has significantly contributed to the success of an organization and delivered positive, sustained performance and growth. The CDO will have a proven ability in cultivating relationships and raising significant funds as well as demonstrated experience in Board relations and the ability to excel in an environment within complex accountability frameworks.

Working with the Board of WHCC and Member institutions, the CDO will help create a strategic plan that will help guide unprecedented revenue generation, broad-scale public awareness of WHCC and attract corporate investment through cause marketing, sponsorship, and programmatic support.

Working closely with and reporting directly to the WHCC Board of Directors, the candidate will be an authentic, collaborative, and transparent leader who brings a combination of vision, passion, commitment, and discipline to the table. They will continue to strengthen the WHCC business and operational capabilities, oversee the activities of the Agency of Record, while acting as the primary fundraiser and spokesperson for the WHCC. Working with member hospitals and programs across the country, the successful candidate will engage persuasively and confidently in the mandate of the WHCC to ensure the critical linkage between the WHCC and its Member institutions is maintained.



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KEY RELATIONSHIPS

Reports to:	Board of Directors
Direct reports:	None currently (future plans include a Donor Experience and Engagement Officer)
Other key relationships:	Agency of Record Philanthropy, Partnership and Marketing staff at Member institutions

KEY RESPONSIBILITIES

- Fundraising leadership
- Secures support through donor prospecting, solicitation, and stewardship (Prospect list to be managed in partnership with WHCC Board)
- Sets a standard of high touch donor stewardship and recognition, builds relationships and ensures the conditions for increased philanthropic support with key constituents
- Ensures optimal relationships with WHCC Members
- Monitors and reports risks and performance outcomes to the Board
- Contributes to the translation, integration and articulation of the WHCC brand identity and key corporate messaging to a diverse base of potential corporate donors, ensuring that all Foundation plans and activities align with WHCC brand, strategy, and values

KEY PERFORMANCE INDICATORS

- Manage 25-50 active prospects (identification, cultivation, solicitation, and stewardship)
- Conduct 15-20 portfolio calls per month
- Build pipeline through prospect identification of 30 or more new prospects per year
- Active solicitation of a minimum of 10-15 (\$50k+) partnership proposals per year
- Execute on current strategy and build out future strategy
- Manage data entry and quarterly reporting to capture prospect/donor activity.
- Develop customized stewardship strategies for donors
- Ensure that letters, receipts, invitations, and other correspondence are sent in a timely manner



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KEY PERFORMANCE INDICATORS (continued)

- Plan and execute quarterly board meeting
- Positively represent WHCC within the community
- Other fundraising, development, partnership, activation, and stewardship duties and responsibilities as assigned

QUALIFICATIONS & CORE COMPETENCIES

- University degree and/or equivalent education and a minimum of 10 years' experience (specifically relevant, progressive experience in fundraising, the most recent in major gift/corporate fundraising)
- Demonstrated success engaging and soliciting, corporations and establishing partnership
- Demonstrated knowledge of cause marketing and managing cause marketing campaigns
- Previous team leadership is an asset
- A respectful and inclusive approach to community partnerships
- Emotionally intelligent, excellent communication skills (verbal and written), interpersonal, and problem-solving skills
- Demonstrated superior organization, flexibility, and multi-tasking skills within a team environment
- High degree of initiative, highly organized and ability to complete assigned tasks on time, with accuracy and of high quality

LOCATION

This is a **work-from-home** opportunity, with preference given to individuals with easy access to downtown Toronto.

Candidate must be located in Canada.

The members of WHCC are dedicated to broadening Inclusion, Diversity, Equity, Inclusion and Accessibility.

If you have the passion, skills, and experience to deliver on the WHCC mission, please submit your CV and Cover Letter by February 16, 2024 to

careers@whcc.ca.

SALARY RANGE

\$165,000 - \$185,000