

Job Description

Job Title	Director, Development (Global Nexus School for Pandemic Prevention & Response)	Job ID	61172
Location	Central Campus		
Job Type	Limited Term (>12 months)		
Employee Group	TMG		
Department	FHS Development		
Salary Grade/Band	Band N		
Salary Range	\$107073.00 - \$160611.00 (annual)		
Contract Duration	36 Months		
Hours per Week	35		

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Job Description

Are you interested in supporting the prevention of the next global pandemic?

The Director, Development (Global Nexus School for Pandemic Prevention & Response) is a new position based out of Canada's Global Nexus for Pandemics and Biological Threats ("Global Nexus") within McMaster University's Faculty of Health Sciences. Global Nexus School for Pandemic Prevention & Response is an ambitious institutional strategic priority that builds on more than 15 years of McMaster's world-leading expertise in infectious disease, antimicrobial resistance, pandemics and preparing for the biological threats we may face in the future.

McMaster University is internationally recognized as a world-class institution for teaching, research and scholarship, with a distinctive vision to advance human and societal health and well-being. We are ranked among the top 100 universities in the world, as one of Canada's top two most research-intensive universities, and as one of Canada's Best Diversity Employers committed to advancing employment equity and reflecting the diversity of Canadian society in the workplace.

About the Position

McMaster University is seeking an entrepreneurial and highly motivated Director, Development (Global Nexus School for Pandemic Prevention & Response) to drive annual philanthropic revenue for Global Nexus School for Pandemic Prevention & Response. As a skilled relationship manager, the Director will employ a collaborative and service-oriented approach to their work, developing relationships with internal and external stakeholders with the primary goal of securing major gifts with a focus on gifts of \$1M and larger.

The Director, Development (Global Nexus) will be a strategic, innovative and goal-oriented fundraiser focused on identifying, qualifying, cultivating, soliciting and stewarding support for Global Nexus School for Pandemic Prevention & Response from a portfolio of major gift donors and prospects. Working closely with senior academic leaders, University Advancement leadership and key volunteers, the Director, Development (Global Nexus School for Pandemic Prevention & Response) plays a lead role in developing and executing on campaign strategies for Global Nexus School for Pandemic Prevention & Response and reviewing the progress of activities underway.

The Director is a key senior development leader within the broader, integrated University Advancement team, and the new Director will espouse McMaster's shared values that help us to achieve University Advancement's vision and mission; Quality, Respect, Service, Strategy and Teamwork.

This is an exciting time to join McMaster as a key advancement leader as we move towards an ambitious campaign for the University's highest priorities. Working collaboratively with advancement and research leadership, you will support development of multi-year campaign strategies that frame the University's unique strengths and opportunities, align with University-wide campaign structures and practices, integrate alumni and development strategies, maximize support, and rally the community around a compelling vision for longer-term aspirations and goals.

Are You the Right Candidate?

Are you ready to make a real difference? If you are an experienced and passionate relationship fundraiser who strives to make a real impact through your work, the Development team in the Faculty of Health Sciences at McMaster University wants to hear from you. As we embark upon an era of dramatic growth of private revenue for critical and timely health research and education, we are seeking collaborative development professionals who can join our team and help build the next generation approach to major gift fundraising.

As the ideal candidate, you have a proven track record of success in ideating and securing complex \$1M+ current, estate, and blended gifts. Throughout your experience, you have been recognized for proactively developing partnerships as well as attracting and maintaining relationships with donors and supporters. You possess superior critical thinking, strategic planning and decision-making skills which you apply to your work alongside a goal-oriented approach and solid understanding of the Canadian philanthropic environment, associated legislation, and available charitable giving vehicles.

You are comfortable using your strong communication and interpersonal skills to develop and present compelling proposals and requests for philanthropic support. Throughout your career, you have developed a demonstrated understanding of strategic moves management, project management, volunteer management, and the management of complex relationships with donors, senior volunteers, administrative partners, and senior institutional leaders.

You have a proven commitment to equity, diversity, inclusion and indigeneity, with the ability to apply this lens to fundraising leadership, strategy and tactics. You have experience leading and managing high-performing, donor-centred development professionals.

Primary Responsibilities

The Director will be accountable for a wide-ranging portfolio charged with advancing and enhancing the relationships, reputation and resources of Global Nexus School for Pandemic Prevention & Responsethrough revenue generation and strategic moves management, annual planning and project management, as well as relationship, partnership and alliance building.

The Director will strategically engage and support senior internal leadership to secure and grow Global Nexus School for Pandemic Prevention & Response's base of major supporters as well as to celebrate and steward these donors in a manner that inspires meaningful long-lasting relationships.

Qualifications and Competencies:

- Progressive fundraising roles, preferably within a large and complex environment
- Proven success cultivating, soliciting and securing complex major, estate, and blended gifts of \$1M and greater
- Demonstrated ability to apply critical analysis and strategic thinking to developing and executing annual plans
- Demonstrated ability to build relationships with diverse internal and external stakeholders including donors, senior volunteers, administrative partners, and senior institutional leaders
- Excellent communication skills including exceptional verbal, written and presentation skills
- High standard of professionalism, confidentiality, thoughtfulness, diplomacy and tact
- A strong sense of accountability to annual targets and securing major gifts
- A forward-thinking approach to work that anticipates obstacles and plans for contingencies
- Appreciation of the impact of post-secondary and healthcare philanthropy
- The ability to quickly develop a deep understanding of the mission of a research-intensive university.
- Ability to navigate and be effective within a complex organization that values collaboration in addition to individuality and creativity.
- Computer literacy including Microsoft Office and relationship management databases

We believe in growth and curiosity. If you have some of these qualities and are excited about this opportunity, then we want to hear from you.

What We Offer

McMaster University has a market-driven total rewards package including a comprehensive benefits plan, including expanded mental health benefit entitlement, health spending account, retirement savings plans, vacation, professional development fund and tuition assistance. Our total rewards package attracts, develops and retains our outstanding workforce.

Starting salary for this position is between the range of \$110,000 - \$130,000 depending on level of experience. As a member of The Management Group (TMG), the successful candidate will be provided with a highly competitive [Total Rewards package](#) which includes:

- Hybrid work arrangements and flexible working hours to promote employee wellbeing
- Industry-leading paid time off (vacation, personal management days, and holiday closure)
- Generous salary range with annual performance pay and merit-informed salary review processes
- Comprehensive benefits package (health, dental, vision) and group pension plan
- Top-up for pregnancy and parental leaves
- Annual professional development allowance as well as Tuition Assistance Program

How To Apply

To apply for this job, please submit your application online.

Employment Equity Statement

McMaster University is located on the traditional territories of the Haudenosaunee and Mississauga Nations and within the lands protected by the "Dish With One Spoon" wampum agreement.

The diversity of our workforce is at the core of our innovation and creativity and strengthens our research and teaching excellence. In keeping with its Statement on Building an Inclusive Community with a Shared Purpose, McMaster University strives to embody the values of respect, collaboration and diversity, and has a strong commitment to employment equity.

The University seeks qualified candidates who share our commitment to equity and inclusion, who will contribute to the diversification of ideas and perspectives, and especially welcomes applications from indigenous (First Nations, Métis or Inuit) peoples, members of racialized communities, persons with disabilities, women, and persons who identify as 2SLGBTQ+.

As part of McMaster's commitment, all applicants are invited to complete a confidential Applicant Diversity Survey through the online application submission process. The Survey questionnaire requests voluntary self-identification in relation to equity-seeking groups that have historically faced and continue to face barriers in employment. Please refer to the [Applicant Diversity Survey - Statement of Collection](#) for additional information.

Job applicants requiring accommodation to participate in the hiring process should contact:

- [Human Resources Service Centre](#) at 905-525-9140 ext. 222-HR (22247), or
- [Faculty of Health Sciences HR Office](#) at ext. 22207, or
- [School of Graduate Studies](#) at ext. 23679

to communicate accommodation needs.

Vaccination Mandate - FHS

This position is located in a host hospital or other healthcare site that has an active vaccination mandate in place. Successful applicants will need to comply with these and any other health and safety measures necessary as part of their appointment.

Hybrid Work Language

To ensure an ongoing and vibrant University community that meets the needs of our students, staff and faculty and supports the University mission, ability to work on-site continues to be a requirement for most University positions. The University is supportive of exploring flexible work arrangements that effectively balance operational needs and employee interests.

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