



THE ROLE: Senior Director of Fundraising and Marketing

The **North York Harvest Food Bank (NYHFB)** has engaged **AgentsC Inc.** to help us find a high-performing, talented executive to join our team as the **Senior Director, Fundraising and Marketing.**

North York Harvest *is not* your typical food bank. Our strategy blends emergency food access, innovation, and advocacy to support short-term needs while driving long-term change. Our approach is centered in our principle of tackling the root causes of poverty to help our clients build a sustainable livelihood. We believe in treating every individual with dignity, championing community-led decision-making, and in mobilizing our supporters. We know that together we can do more than simply alleviate hunger; we can build communities that are self-sustaining, equitable, and powerful.

If you believe systemic barriers cause food insecurity within our communities, and your experiences and values are rooted in equitable philanthropy, *we want to hear from you.*

WHO WE ARE LOOKING FOR

- **ADVOCATE:** Demonstrated passion for providing innovative solutions to food insecurity and economic injustice; values aligned with NYHFB's values.
- **EXPERT:** Brings a high level of expertise in fundraising, with specific specialties in Legacy, Grants, and Major Donors. Interest or expertise in Community-Centric Fundraising is a plus.
- **COMMUNICATOR:** Exceptional online and offline communications skills. Capable of working with and inspiring volunteers, board members, staff, colleagues, and partner organizations.
- **INNOVATOR:** Inquisitive and an idea-generator, continuously seeking new ways to improve and promote the services provided at NYHFB.

WHAT YOU WILL BE DOING

As a key member of NYHFB's Senior Leadership Team, the **Senior Director, Fundraising and Marketing** will report to the Executive Director and play a crucial part in helping us achieve our mission.

1. **Strategic Leadership:** Helps shape and follow the organization's big plans by:
 - a. Working with the Executive Director manage a fundraising portfolio of \$6M/annually through major gifts, annual drives, events, companies, foundations, and grants.



- b. Managing the department's big-picture plans, including setting the annual fundraising plan, putting it into action, and overseeing a team of five staff and some volunteers.
 - c. Setting and tracking goals, improving processes, and keeping an eye on performance.
 2. **Donor Relations and Management:** Works on building and keeping up good relationships with donors through equitable fundraising practices by:
 - a. Stewarding donors and keeping them involved with NYHFB's mission and goals.
 - b. Maintaining strong relationships with our community, including donors, members, volunteers, media, sponsors, and partners.
 - c. Collaborating closely with the Operations department to optimize food intake and fundraising opportunities.
 3. **Marketing, Communications, and Public Relations:** Makes sure all messages and communications fit with NYHFB's direction and values by:
 - a. Leading the creation and execution of communication plans and media strategies for NYHFB activities, like fundraising campaigns, food drives, and events.
 - b. Overseeing all communication and marketing materials including newsletters, annual reports, social media, and websites, showing NYHFB's work and goals to tackle food insecurity in a systemic manner.
 - c. Support with all advocacy-related messaging, materials, and campaigns.
 4. **Other Duties as Assigned**

WHAT YOU BRING TO THE TABLE

- *Fundraising Excellence:*
 - 5+ years of experience creating and implementing successful fundraising campaigns.
 - Commitment to Community-Centric Fundraising principles and values
 - Proven ability to build strong relationships with various audiences.
 - Deep knowledge of CRA regulations and nonprofit governance.
 - Experience with budgeting and fundraising plan development.
 - Impeccable attention to detail and organizational skills.
- *Value Alignment:*
 - Demonstrated commitment to NYHFB's values of Access and Inclusion, Collaboration, Integrity and Excellence.



- Ability to message our vision and values clearly, and to articulate actionable items.
- *Leadership:*
 - Strong leadership and problem-solving skills.
 - Ability to effectively collaborate with the fundraising team, the senior leadership team, and other internal and external community members.
 - Excellent oral and written communication and presentation skills.
 - Eagerness to innovate, learn, and change outdated nonprofit practices.

COMPENSATION AND BENEFITS

This is a full-time, permanent position. Hybrid working options are available but there is an expectation that the position works on site at North York Harvest Food Bank's main offices at least 2 days per week.

Salary: \$120,000 - \$140,000 CAD

Vacation: 3 weeks + org-wide holiday break

Benefits: Comprehensive group benefits plan (health, dental, Life and AD&D insurance) and a defined benefits pension plan after a 3-month waiting period.

HOW TO APPLY

To apply, please submit a cover letter and resume to tracy@agentsc.ca as a single PDF attachment. Applications will be reviewed on a rolling basis until the position is filled. In the subject line, please reference "NYHFB". We thank all applicants for their interest, however only candidates selected for an interview will be contacted.