



SickKids  
VS<sup>®</sup>

# Heal the FUTURE

At SickKids Foundation, we have a direct stake in the lives of children. Every day, we partner with SickKids Hospital to create a better future for every single patient. We're an organization devoted to the greater good, and we don't settle for less. Join us.



Help us create healthier futures as an  
**ASSOCIATE DIRECTOR,  
CORPORATE PARTNERSHIPS**

## **ABOUT US**

SickKids Foundation, with over 50 years of philanthropic impact in 2023, is Canada's largest charitable funder of child health research, learning and care, raising over \$200 million last year. As a national charity, SickKids Foundation invests in national and international initiatives to benefit children in Canada and around the world. As the fundraising partner to The Hospital for Sick Children (SickKids), we are aligned in supporting Precision Child Health (PCH), the future of tailoring medicine to each child's unique traits so SickKids can diagnose faster, treat smarter, and predict better.

We are driven by our core values of integrity, collaboration, excellence, innovation, and inclusion, with goals of delivering an unmatched donor experience, investing in our people and culture, driving innovative and sustainable fundraising, and leading in digital charity.

SickKids Foundation is committed to an inclusive culture by embedding equity, diversity and inclusion in everything we do. We aim to build awareness and skills in this area, both internally and with our partners. Our commitment extends to creating a safe, positive work environment. For details on our Equity, Diversity & Inclusion commitment, [please click here.](#)

We're committed to attracting and retaining passionate individuals to help create a healthier future. That's why SickKids Foundation is looking for a new Associate Director, Corporate Partnerships.

**Position Status:** Permanent Full-Time

**Available:** Immediately

### **Description of the Position:**

The Associate Director, Corporate Partnerships is responsible for creating innovative strategic partnerships with corporate donors to maximize fundraising results for the Hospital for Sick Children (SickKids). The Associate Director will be the primary strategist within the Life Sciences, Biotech and Pharma sectors to identify, develop and grow relationships to secure financial support; they will also manage a portfolio of new and existing donors.

### **You will:**

- Identify, develop, grow and maintain relationships with corporations in Canada, ranging in size from SMEs to enterprises within designed sectors
- Develop and implement innovative partnership strategies that create holistic, mutually beneficial relationships with corporate donors, ensuring alignment with SickKids' mission and maximizing financial support from new and existing partners
- Manage and develop a portfolio of 40+ key corporate partners with the capacity to generate over \$1,000,000.00 in value to SickKids
- Cultivate effective relationships within SickKids to support program alignment, proposal development, volunteer opportunities, donor cultivation, solicitation, activation and stewardship
- Articulate the importance of paediatric healthcare in its three facets: clinical, educational and research to drive engagement, business and social impact
- Work collaboratively with colleagues in Major Gifts, Marketing, Activation, Leadership Giving, Community Partnerships and Gift & Estate planning to advance donor relationships
- Lead fundraising priority across SickKids Foundation fundraising teams to drive results for specific areas of the hospital
- Develop a network of contacts interested in advancing the mission and success of SickKids Foundation and SickKids
- Participate in team and cross-functional projects as assigned

### **Qualifications:**

While we know that for any job posting no one candidate will possess the qualifications being sought in equal measure, below is an outline of the qualifications we believe are important for a candidate to bring to the position or for the successful candidate to develop while in the role:

- University education with a focus in fundraising, marketing, sales or another applicable disciplines
- 7+ years of experience within a fundraising, business development, sales or other relevant

work experience

- Proven ability to develop and implement innovative partnership strategies that foster holistic, mutually beneficial relationships with corporate donors, ensuring alignment with organizational mission and maximizing financial support from diverse business sectors
- Experience in soliciting and closing complex gifts at the \$1,000,000.00+ level
- Ability to build new and long-term relationships with prospects, donors, volunteers and colleagues
- Ability to manage complex stakeholder relationships
- Ability to think strategically and work both within a team and independently in directing new initiatives or enhancing existing programs
- Ability to penetrate new markets
- Superior verbal and written communication skills, including public speaking and storytelling
- Organized, detailed oriented with strong follow through
- Adept with Microsoft 365 including intermediate excel skills
- Highly developed negotiation, analytic and project management skills
- Experience with Raiser's Edge or other relational databases will be considered an asset
- Product Management experience
- Previous experience selling sponsorship and driving employee giving campaigns would be considered an asset
- Ability to create social impact measurement reports would be considered an asset
- Previous experience with senior volunteer management will be considered an asset
- Previous leadership experience will be considered an asset
- Experience working within the Pharma and Biotech would be considered an asset

We're looking for a passionate individual who is interested in moving the dial and making a difference. We are an environment that looks to attract hardworking and committed people; people who want to challenge themselves and grow with a globally recognized brand that continues to change the world. If this describes you, consider joining our team. We look forward to reviewing your application.

### **Total Compensation Package:**

**Hiring Salary Range:** \$96,861.00 – \$121,076.00; with the ability to progress to a maximum of \$139,237.00. To ensure fair and equitable pay at SickKids Foundation, placement on the salary range will be based on your years of experience, skills, and qualifications relevant to the Associate Director, Corporate Partnerships.

To help you lead in the fight for kids' health and to support your health, wellness, and career growth, in addition to competitive compensation, we offer a comprehensive benefit package (includes a flex benefit plan), tuition reimbursement, flexible work arrangements, pension plan and birth

parent/parental top up – to name a few!

**Hours:** 35-hour work week, flexible work options available

**Date Posted:** June 24, 2024

**Available:** Internal and External Candidates

**Deadline:** July 7, 2024

Please apply on-line by visiting our website: [www.sickkidsfoundation.com](http://www.sickkidsfoundation.com)

SickKids Foundation is committed to its people and the talents, capabilities, and perspectives they bring to our mission. We live that commitment by being open and accessible to all, by valuing and respecting every individual, and by equally supporting every employee. As an organization proud to have joined the BlackNorth Initiative's CEO pledge, we uphold our commitment by inviting and encouraging individuals from diverse lived experiences from Black, Indigenous, communities of colour, people with disabilities, 2SLBTQIA+ community and all candidates who may contribute to the further diversification of the Foundation's community.

Candidates who require accommodation during the recruitment process should contact the Human Resources Department at: [HR@sickkidsfoundation.com](mailto:HR@sickkidsfoundation.com)