



## ***Director, Principal Giving***

We have a bold vision of a world free of multiple sclerosis (MS). For 75 years, we have been living our mission to connect and empower the MS community to create positive change and you can be part of that! Our team is looking for a Director, Principal Giving, working in Toronto, ON, on a full-time basis. We support flexible work options; with purpose-based in-person meetings. Please apply by **September 8, 2024**.

### **Discover. Innovate. Act**

We are guided on the journey to end MS through discoveries, innovation and collective action. This strategy connects the MS community through our common goal of a world free of MS. Together, we work to advance treatment and care, enhance well-being, understand, and halt disease progression and ultimately prevent MS from happening in the first place.

To learn more about MS Canada, the impact we make, and what makes this a great place to work, we encourage you to visit [www.mscanada.ca](http://www.mscanada.ca).

### **The impact you will have:**

The Director, Principal Giving develops and implements strategies to cultivate and increase major gift giving for the philanthropy portfolio. This role will play an integral role in the successful launch of MS Canada's new and ambitious \$250M campaign to support individuals living with and affected by MS. The successful candidate collaborates across the organization to actively advocate and drive forward MS Canada's mission through principal giving. The Director, Principal Giving:

- Develops the principal giving strategies for the philanthropic portfolio by identifying innovative fundraising opportunities and creating engagement strategies that increase donor giving, upgrades, and retention.
- Builds and maintains relationships with an active pipeline of high-value donors and prospects while cultivating, soliciting, and stewarding for them.
- Partners with the executive team, senior directors, and volunteers to identify, cultivate, solicit, and steward donors.
- Grows the organization's philanthropic network by connecting new donors with volunteers.

## Our ideal candidate:

- Has eight years of demonstrated success in personally building philanthropic relationships with high-net worth individuals; working closely and productively with volunteer and senior staff leadership; and identifying, cultivating, soliciting and closing leadership gifts
- Has a proven track record of developing successful individual fundraising strategies that expand the base, grow revenue, and strengthen existing donor relationships
- Has personal characteristics associated with successful fundraising professionals, including a vigorous work ethic, sound judgment, impeccable integrity, demonstrated initiative, professionalism, intellectual curiosity, and the temperament to work effectively and productively with colleagues, donors, volunteers, etc.
- Has excellent interpersonal skills, including the ability to communicate effectively and concisely (both in writing and orally) with multiple audiences; listens as well as gives advice; and respects others
- Has demonstrated ability to manage multiple projects and deadlines
- Has a broad knowledge of industry best practices, standard operating procedures, and new approaches to philanthropic giving
- Has prior experience working on large-scale campaigns for a national organization
- Has a strong affinity for the cause and/or health research
- Has the ability to work independently and within a team environment
- Has a Certified Fundraising Executive (CFRE) designation or equivalent (Will be considered an asset)
- Keeps internal and external MS community members top of mind while providing an exceptional experience
- Thinks beyond the confines of traditional ways of doing things to recognize opportunities and find new and better approaches.
- Coaches, motivates and empowers people to support employee experience, employee impact and organizational impact.
- Collects and analyses internal external data to achieve the organization's value proposition and maximize impact while minimizing risk.
- Has the ability to attend, travel to, and support occasional events
- Is passionate about the cause and vision of MS Canada

## What we offer

At MS Canada, we provide impactful and rewarding career opportunities. We have a comprehensive total rewards package that includes:

- Starting salary within the range of \$102,400- \$125,000
- Competitive health and dental benefits package, spending accounts, and gender affirmation coverage,
- Opportunity to secure your financial future with retirement plan matching,
- Investment in your professional growth and development,
- Generous paid time off including an extended office closure at the end of the year and half day Fridays before long weekends,
- Support work life balance through flexible schedules, with hybrid work arrangements

*MS Canada is dedicated to upholding diversity, equity, inclusion, and accessibility in our workplace. We value the contributions that each person brings and are committed to creating an environment from all backgrounds can thrive.*

*We are committed to accommodating applicants' needs throughout the recruitment process. Please indicate accommodations as required, if contacted.*

*All positions at MS Canada will require a background check in compliance with our Screening Measures Policy.*

*We would like to acknowledge that the land on which we work and operate spans across the traditional territories of many First Nations, Métis, and Inuit peoples. We recognize and honor the enduring presence, contributions, and resilience of Indigenous communities throughout Canada's history. We acknowledge our responsibility to understand, respect, and support the diverse indigenous nations and their ongoing relationships with the land.*