Job Opportunity:

JA South Western Ontario | Member of JA Canada

Director, Philanthropy,
Full Time
Salary range: $65,000-$80,000 (annual)

JA South Western Ontario is a member of JA Canada and part of JA Worldwide (JA), the world's largest not-for-profit organization dedicated to educating young people about business. Through the delivery of hands-on, experiential learning in entrepreneurship, financial literacy and work readiness, JA empowers young people to grow their entrepreneurial ideas, hone their work skills, manage their money, and secure better lives for themselves, their families, and their communities.

Since 1963, schools in South Western Ontario have relied on JA to prepare young people for success in an ever-changing global economy. JA South Western Ontario is responsible for the geographic area including the counties of Essex, Chatham-Kent, Lambton, Elgin, Middlesex, Oxford, Huron, Perth, Bruce, Grey, Wellington, Waterloo, Brant, Hamilton, Haldimand-Norfolk, and Niagara.

Role Summary

As **Director, Philanthropy**, you will:

- Shape and lead a high-performing **resource development strategy** aligned with JA's bold mission and strategic plan.
- Build and steward a robust portfolio of **corporate, foundation, and individual partners**, driving sustainable revenue growth.
- Deliver compelling **signature fundraising events** that strengthen community engagement and elevate our brand.
- Champion a **culture of philanthropy** across the organization, while leading and developing a collaborative fundraising team.

This role collaborates closely with the President and CEO, the Director, Programs & Operations and the Director, Marketing & Communications.

Primary Responsibilities

Strategic Leadership & Fundraising Innovation

- Design and execute an **integrated fund development strategy** to grow both **restricted and unrestricted revenue**.
- Set and achieve ambitious annual and multi-year revenue targets across key streams: **major gifts, sponsorships, grants, and events**.
- Lead the planning and success of marquee events such as the *London & District Business Hall of Fame* and *Waterloo Region Entrepreneur Hall of Fame*.
- Build data-informed strategies to deepen donor engagement and long-term loyalty.

Donor and Stakeholder Engagement

- Develop and manage a dynamic pipeline of **prospective donors and partners**, with a focus on strategic alignment and mutual impact.
- Lead on high-value cultivation, solicitation, and stewardship activities with top funders and corporate sponsors.
- Translate program outcomes into **compelling, donor-centric narratives** that inspire investment and long-term commitment.
- Build cross-functional internal alignment between programming, marketing, and philanthropy to maximize donor satisfaction and retention.

Team Leadership and Operational Excellence

- Recruit, coach, and lead a **mission-driven development team**, promoting a high-performance, values-based culture.
- Oversee departmental operations, including budgeting, forecasting, CRM management (Salesforce or Raiser's Edge), and performance reporting.
- Establish and track success metrics for all fundraising channels and donor segments.
- Ensure compliance, transparency, and integrity in all donor agreements and fund allocations.

Executive Collaboration and Sector Leadership

- Serve as a strategic advisor to the **President & CEO**, contributing to executive decision-making, risk mitigation, and organizational planning.
- Actively represent JA South Western Ontario at stakeholder meetings, community events, and in **national philanthropic initiatives** as appropriate.
- Strengthen JA's visibility and credibility among key audiences, including business leaders, philanthropists, and public sector partners.

What You Bring

- **8–10+ years of progressive fundraising experience**, with a strong record of securing five- and six-figure gifts and partnerships.
- Strategic mindset with the ability to connect **fundraising goals to mission impact**.
- Demonstrated success in **major gift cultivation, grant writing, sponsorship development, and fundraising event leadership**.
- Proven experience leading high-functioning teams and managing cross-sector partnerships.

- Excellent communication, storytelling, and presentation skills.
- Proficiency with fundraising CRM systems (Salesforce or Raiser's Edge preferred).
- Post-secondary education required; CFRE designation or progress toward completion is considered an asset.
- Knowledge of the Southwestern Ontario philanthropic and corporate landscape is a strong advantage.
- Valid driver's license and access to a vehicle required; regional travel is expected.
- Adaptability to a hybrid work environment with access to a quiet home office setup

This full-time position (40.0 hours per week) is available immediately with regular business hours and some evenings/ weekends. This is a hybrid role; the successful candidate will be required to work at either our London or Waterloo office. Travel throughout southwestern Ontario will be required to meet with donors and other stakeholders. The successful candidate must have a suitable quiet environment from which to work, with a desk and reliable and secure internet access. A laptop will be provided. The position reports to the President & CEO.

The successful candidate must undergo a Criminal Record Check with Vulnerable Sector Search.

JA South Western Ontario is an equal opportunity employer. JA SWO will not discriminate on the basis of race, ancestry, place of origin, colour, ethnic origin, citizenship, creed (religion), sex (including pregnancy and gender identity), sexual orientation, disability, age (18 and over), record of offenses for which a pardon has been granted, marital status (including same sex partners), family status, or any other grounds prohibited by the Ontario Human Rights Code.

Interested candidates should submit a cover letter and resume by email to kgallant@jaswo.org by June 6, 2025. We thank all applicants, however, only those selected for an interview will be contacted.

May 15, 2025