



## Director, Prospect Research

### Who we are?

Since 1964, Weizmann Canada has partnered with individuals, families, foundations, and the business community to develop funding for the Weizmann Institute of Science; sharing the Institute's research with the Canadian public; and promoting science literacy and educational programs across all age groups. From coast to coast, Weizmann Canada hosts parlour meetings and interactive evenings with Weizmann Institute scientists; provides opportunities for participation in educational programs for high school students and young adults; and brings Canadians a front row seat to research that has changed—and will continue to change—the world.

### About this role

We are seeking a Director of Prospect Research to join Weizmann Canada's ([About Us](#)) high-performing team. The Director of Prospect Research will report into the Senior Vice President and is responsible for overseeing prospect development, which includes prospect management and prospect research, with the goal of maximizing support from donors for the [Weizmann Institute of Science](#). The Director provides strategic leadership, support, and direction to fundraisers and the team on the implementation and use of our prospect management system with a specific focus on tracking progress on goals, prospect/proposal integrity, pipeline and prospect analysis, and prospect strategy. Working independently and collaboratively, the Director drives portfolio performance by introducing and applying best practices in business analytics, modelling, and reporting in support of our revenue goals.

### Key Responsibilities

- Advise senior leadership on strategy, campaign development, and segmentation
- Collaborate with the fundraising team to create a robust pool of qualified prospects in support of our revenue goals
- Provide full scope of research services, as well as prospect research activities to identify, assess, and qualify prospective donors
- Lead regular meetings with fundraisers for portfolio reviews, strategy discussions, and feedback regarding next steps

- Develop, implement, and manage policies, procedures, and guidelines on the use and support of our prospect management framework to ensure a donor-centred approach
- Lead initiatives to ensure data integrity, develop clear policies for data entry, and provide training for team members to optimize their use of prospect management tools
- Continue to advance technical and business skill competency in relevant areas to maximize value by keeping current on evolving system and business process capabilities

### **What you offer**

- Demonstrated 7 plus years experience and knowledge about the world of prospect research and prospect management, data analytics and providing intelligence in support of fundraising activities
- Advanced skills in Raiser's Edge NXT, data analysis and reporting, and project management
- A strategic and business development orientation with operational and financial acumen
- Clear understanding of and strict adherence to ethical fundraising standards and supporting legislation
- A collaborative and service-oriented attitude; comfortable working independently and as part of a team
- Curious, lifelong learner with the ability to understand and get excited about science that benefits humanity

### **What we offer**

Weizmann Canada offers a cause that has a world-wide impact on humanity; a great team and a collaborative work environment. Weizmann Canada is working within a hybrid model currently with three days in office and two days a week remote.

The successful candidate can expect a starting salary between \$90,000 and \$110,000, depending on factors such as skills and experience. Contributions toward RRSPs, extended health and dental benefits, four weeks' paid vacation, investment in professional development and subsidized access to transit all contribute to a top-notch total rewards package. Are you curious? Please reach out!

Please forward your cover letter and resume in one .pdf document to [hr@weizmann.ca](mailto:hr@weizmann.ca) by **Friday, May 23, 2025**.

We encourage all qualified applicants to apply. Please note only applicants selected for an interview will be contacted. If you require accommodation to participate in the recruitment process, please notify [hr@weizmann.ca](mailto:hr@weizmann.ca) and we will work together on your accommodation request.