

Senior Vice President, Philanthropy

Location: 79 James Street South, Hamilton, Ontario (Hybrid)

Employment Type: Full-Time Salaried with benefits and a complimentary YMCA Membership

Level: Executive

Salary Range: \$143,015 – \$174,500 annually, commensurate with experience

Position Overview:

We believe that it is through the power of our amazing people that the #YSavesLives. By joining the YMCA of Hamilton | Burlington | Brantford, you will contribute to making our Y the best place to work.

As a key member of the Executive Team, the Senior Vice President of Philanthropy will report directly to the President & CEO and provide strategic leadership for all philanthropic activities. This includes leading the \$25 million Y Saves Lives Comprehensive Campaign, building donor relationships, engaging stakeholders, and coaching a high-performing team, all while championing the YMCA's values of caring, honesty, inclusion, respect, and responsibility. You'll work collaboratively across departments and with external leaders to ensure our mission thrives through a strong culture of giving and community trust.

This is an exceptional opportunity for a visionary and strategic philanthropy leader with a passion for relationship-building, community impact, and advancing a culture of generosity to shape the future of giving at the YMCA of Hamilton | Burlington | Brantford.

What You'll Do:

- **Lead Strategy & Campaigns:** Oversee all fundraising efforts, including major gifts, foundations, corporate partnerships, and planned giving.
- **Build Relationships:** Cultivate and steward meaningful relationships with colleagues, donors and the community, including managing a personal portfolio of major donors.
- **Empower a Team:** Inspire, coach, and support the Philanthropy team and campaign volunteers.
- **Collaborate Cross-Functionally:** Partner with teams within our Association to align messaging and stewardship.

What You'll Bring:

Experience:

- 10+ years in senior-level fundraising roles within the non-profit or charitable sectors. Experience working in a federated model is an asset.
- A fundraising professional focused on major and transformational gifts from individuals, corporate partners and communities.
- Proven significant experience in the successful execution of large, complex fundraising campaigns.
- Superior management skills with proven experience building, mentoring, coaching and leading high performing and engaged teams.
- Proven ability to engage, inspire, build and sustain strong collaborative working relationships within the Association, the greater Y Federation, Board of Directors, Volunteers and existing and prospective Donors.
- Proven ability to effectively and passionately communicate with a wide variety of audiences both orally and in writing.

Skills & Attributes:

- Exceptional emotional intelligence, communication, and presence.
- Demonstrated ability to inspire trust and foster relationships with key stakeholders.
- Strong understanding of philanthropic strategy and donor lifecycle management.
- A collaborative coach who empowers others and thrives in a cross-functional leadership environment.
- Deep commitment to equity, social impact, and community belonging.
- CFRE designation is preferred.

Working Environment:

- Hybrid work with travel to donor meetings, events, and branch locations.
- Participation in national networks such as YMCA Canada's Philanthropy CoP and NAYDO.
- Evening and weekend event participation expected.

Ready to Make a Difference? This is your chance to play a critical role in shaping a thriving, inclusive workplace where employees feel supported and empowered. If you're passionate about our mission and excited to lead impactful initiatives, we want to hear from you!

Don't meet every requirement? If you are excited about the role, but your resume doesn't align perfectly with every qualification in the description, apply anyway. You may still be the right candidate for this or other roles! We are committed to equity, diversity, and inclusion in our recruitment process and we welcome candidates from all backgrounds and lived experiences.

Interested in applying? To view and apply for positions as a current employee, please log into your UKG account and click "My Company", then "View Opportunities" in the sidebar menu.

The YMCA of Hamilton | Burlington | Brantford is committed to creating an inclusive, diverse, equitable and accessible environment. All qualified applicants will receive consideration for employment without regard to race, colour, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or neurodiversity. We understand the social barriers preventing individuals from applying for open roles. We encourage those from the Indigenous, 2SLGBTQIA+, BIPOC, and Disabled communities to apply. If you need any accommodation throughout the recruitment process, please do not hesitate to contact our People, Leadership and Culture Department plc@ymcahbb.ca