

MS Canada

Director, Campaign Giving

We're inspired by the vision of a world free of multiple sclerosis (MS). MS is a neurological disease of the central nervous system (brain, spinal cord) and Canada has one of the highest rates of MS in the world. People affected by MS are at the heart of our work and our mission is to connect and empower the MS community to create positive change. We connect the MS community to programs, information, research and to each other while they are on their MS journey. We collaborate with researchers, donors, partners, volunteers, people living with MS, caregivers, and health professionals to drive progress forward and make meaningful impact. Whether improving the lives of Canadians today or supporting groundbreaking research to end MS tomorrow, we work together as a community—and you can be a part of that. Our team is looking for a Director, Campaign Giving based in Toronto, ON or surrounding area on a full-time basis working 35 hours per week. **Please apply by November 13, 2025.**

As we undertake the largest, most ambitious campaign in our organization's history, this role will be central to inspiring donors to invest and to build a truly cause-connected community.

In parallel with this unique and rare opportunity to be at the ground level of an exciting campaign, we foster a vibrant culture that prioritizes growth, collaboration, and values-based teamwork.

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.

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.

The impact you will have:

The Director, Campaign 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 transformational 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 major giving.

The Director, Campaign Giving:

- Develops campaign 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 six 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 \$115,000- \$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 and hybrid work arrangements

Don't meet every single requirement? Studies have shown that some candidates are less likely to apply to jobs unless they meet every qualification. We're committed to building a diverse, inclusive, and authentic workplace—so if you're excited about this role but your experience doesn't align perfectly, we encourage you to apply anyway. You may be just the right candidate for this or other roles.

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

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.

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