

Associate Director, Corporate Partnerships

Position Description

Women's College Hospital Foundation

Reports To: Director, Philanthropy & Partnerships

Women's College Hospital

For more than 140 years, Women's College Hospital has been developing revolutionary advances in healthcare. At Women's we advocate for healthcare equity because we know that a healthy society requires a level playing field where everyone has access to timely, high quality, efficient and compassionate care. Today, Women's is a world leader in revolutionizing healthcare for women and advancing health system solutions for all.

Women's College Hospital Foundation

Through the generosity of the community, the Foundation fuels the Hospital's excellence in research and healthcare. Women's is at the leading edge of fundamental changes in the healthcare system and the Foundation plays a critical role in advancing this agenda by supporting the Hospital and its extended mandate through fundraising. Donors have been, and continue to be, paramount to the success of progressive healthcare.

The Opportunity

Women's College Hospital Foundation is seeking a strategic, entrepreneurial, detail and results oriented **Associate Director, Corporate Partnerships** to join our high-performing Philanthropy team. Women's College Hospital Foundation values a diverse workplace and strongly encourages women, racialized people, LGBTQ2+ individuals, people with disability, and foreign-born residents to apply.

The Role:

Summary:

Reporting to the Director, Philanthropy and Partnerships, this position plays an integral senior role on the Philanthropy team, responsible for prospecting, cultivating, engaging, and retaining corporate partners to further the mission of Women's College Hospital Foundation. This role requires complex relationship building, strategic thinking, creativity, and marketing savvy to inspire or initiate innovative, multi-faceted partnerships and fundraising programs. The incumbent will build strategies and partnerships to align values and actions with a target to raise \$1,000,000 for the funding priorities of Women's College Hospital.

Core Deliverables:

- Account management, strategy development and donor engagement of a pipeline of corporate prospects - this will include the identification, qualification, discovery, cultivation, solicitation, and stewardship of prospects. Working collaboratively with all Foundation departments (Senior Leadership, Philanthropy, Donor Services, Marketing and

Communications, Stewardship) to ensure an accountable and unparalleled donor experience.

- Develop and write compelling business proposals that secure support for strategic priorities of the hospital
- Lead strategic development of Cause Marketing within the Corporate Program
- Reach a target of \$1,000,000 through existing and new business development (including corporate philanthropy, cause marketing, sponsorship, employee engagement and corporate matching)
- Act as a subject matter expert for a minimum of two hospital fundraising priorities for the Philanthropy team
- Support and engage Foundation volunteers to cultivate prospects
- Lead, support and execute activities for the Women's Health Collective Canada (WHCC) including province/nation-wide cause marketing initiatives over \$10,000
- Use and maintain Raiser's Edge/NXT records as part of the project management and donor clearance process
- Contribute to efficient organizational processes and procedures, as well as bring an approach of innovation and creative thinking
- Embrace the organizational values of respect, caring, integrity and partnership, supported by being authentic and accountable to yourself and your team

Qualifications and Skills:

- Minimum of five to seven years related experience, ideally in a corporate fundraising or marketing/agency environment
- University or College undergraduate degree in business or marketing preferred. Certificates in fundraising, sponsorships or special event management an asset
- Fully competent in Microsoft Office and Raisers Edge/NXT
- Proven experience in securing successful corporate major gifts, sponsorships, cause marketing partnerships
- Exceptional communication, written and presenting skills; experience writing for marketing and non-profit purposes
- Creativity, imagination, and intellectual curiosity
- Strong analytical and problem-solving skills, and an ability to multi-task with minimal supervision
- Strong project management skills and demonstrated ability to manage multiple tasks effectively and efficiently, superior organizational skills and strict attention to detail, ability to work under deadline
- Highly organized, accurate and detail-oriented
- Ability to work outside of regular business hours, on occasion
- Demonstrated ability to work effectively with staff, volunteers, and external stakeholders in a collegial, team-oriented environment
- Proven track record of leveraging opportunities and leading and motivating volunteers to secure revenue through cause marketing, sponsorship, employee engagement, events and philanthropy
- Comprehensive understanding of budgeting and accounting principles will be an asset
- Design skills (Adobe, Quark) will be an asset.

Salary Range: \$90,000 - \$110,000 Eligibility for merit pay and comprehensive benefits, including Healthcare Ontario Pension Plan enrollment.

Qualified applicants are invited to submit a resume and cover letter by December 12, 2025.

[CLICK HERE TO APPLY](#)

We thank all applicants for their interest; we will contact only those applicants selected for further consideration. Please note that submissions will be reviewed on an ongoing basis, and therefore, early submission is encouraged.

Women's College Hospital Foundation is committed to fairness and equity in employment and our recruitment and selection practices. We encourage applications from Indigenous peoples, people with disabilities, members of sexual minority groups, members of racialized groups, women and any others who may contribute to the further diversification of our Foundation and Hospital community. Accommodation will be provided throughout the hiring process, as required under our Access for People with Disabilities policy. Applicants are asked to make their requirements known in advance.