



POSITION PROFILE

Director, Corporate Partnerships
Habitat for
Humanity
GTA

PHIC
PRESTON HUMAN CAPITAL GROUP



Position Overview



Organization:	Habitat for Humanity GTA
Position Title:	Director, Corporate Partnerships
Reports To:	Vice President, Resource Development
Team:	4 direct reports: Development Officer, Corporate Partnerships (x 3) Specialist, B2B Sales
Location:	Hybrid work model. Minimum of one day a week in office at 155 Bermondsey Road, Toronto.
Compensation:	\$125,000 to \$135,000, plus a comprehensive benefits and vacation package. Compensation will be determined commensurate with experience.
Use of AI:	Artificial intelligence is not currently used to screen, assess, or select applicants at any stage of the hiring process.

Is This You?



You are a strategic, relationship-driven leader who excels at turning corporate interest into meaningful partnerships. You thrive at the intersection of revenue growth, mission impact, and engagement, and you're energized by the opportunity to help organizations contribute to Habitat for Humanity GTA's mission. You build trust quickly and know how to deepen it over time, moving donors from transactional involvement to long-term partnerships. Your track record reflects your ability to grow corporate revenue through thoughtful strategy, disciplined portfolio management, and a keen understanding of what motivates corporate decision-makers.

You are a people-first leader who loves coaching, motivating, and aligning a team toward ambitious shared goals. You balance big-picture thinking with operational discipline, using data, insights, and financial acumen to guide decisions and forecast growth. You have an ability to navigate complex organizations with ease, collaborating across departments and engaging senior leaders, volunteers, and Board members with confidence and clarity.

You see Habitat GTA's Build Days as an entry point into meaningful corporate partnership. You are excited by the opportunity to expand Build Day participation while steadily converting those relationships into longer-term partnerships that generate greater financial support and impact.

Curiosity, resilience, and a genuine passion for addressing the housing crisis in the GTA drive you. If you're motivated by the chance to shape a high-performing corporate partnerships program, lead a team, and unlock new possibilities for one of the GTA's most respected (and vital!) organizations, then keep reading!

The Organization



Habitat for Humanity Greater Toronto Area (GTA) is Greater Toronto's most recognized provider and advocate of solutions that tackle the region's housing crisis. The mission is to create a world where everyone has a safe, quality place to live. Habitat GTA is focused on creative solutions to address the affordable housing crisis in Toronto, Brampton, Caledon, York Region and Durham Region. With the help of volunteers, donors and community partners, they unlock change for generations by bringing the benefits of home ownership to more people and communities. Since 1988, Habitat GTA has built 23 new communities, empowering more than 500 families, and by 2030 expect to have 2,000 homes built or underway through an expanded housing model. Along the way, they provide unparalleled opportunities for community volunteers to give back, build skills, expand their networks and build lifelong friendships.

Habitat for Humanity started in 1976 in Americus, Georgia, thanks to the vision of Millard and Linda Fuller. Since then, it has grown into a global movement that operates in 70 countries. One of its most prominent supporters has been former U.S. President Jimmy Carter and his wife Rosalynn, who launched the Jimmy Carter Work Project in 1984 and remained actively involved with the organization for over four decades.

Habitat for Humanity GTA is one of 45 Habitats across Canada, an independent non-profit corporation that follows an affiliate agreement with the national organization. Habitat for Humanity GTA was formed in 2014 by merging three existing affiliates: Habitat for Humanity Toronto, Brampton-Caledon, and York Region. In 2020, Habitat Durham joined Habitat for Humanity GTA, expanding the reach and impact in the Greater Toronto Area.

ReStore is Habitat for Humanity's social enterprise that supports homebuilding activity. ReStore collects and sells donated new and used home items at low prices. The 10 GTA stores help Habitat GTA fund home construction and use more donor dollars for the mission. Habitat ReStore also saves natural resources, prolongs the life of household goods, and reduces waste and carbon emissions.

The Position



The Director, Corporate Partnerships is an existing role, responsible for the strategic growth, diversification, and long-term sustainability of Habitat for Humanity GTA's corporate revenue.

Reporting to the Vice President, Resource Development, the Director leads a multi-channel corporate partnerships program that includes, but is not limited to, Build Days as a primary engagement and revenue vehicle. A Build Day is a hands-on volunteer experience where a corporate organization sends a team to help build a Habitat home – it's a meaningful, memorable way to give back. While Build Days remain a critical entry point and consistent source of corporate support, the Director is accountable for expanding corporate relationships beyond transactional participation toward deeper, more strategic partnerships, including multi-year commitments, unrestricted and programmatic support, and broader organizational engagement.

As a people leader, the Director oversees a team responsible for corporate partner acquisition, lead generation, and Build Day program coordination, ensuring that all functions are aligned to a shared goal: growing the number, value, and longevity of corporate relationships that advance Habitat GTA's mission and long-term revenue goals. The Director will also work closely with senior level volunteers and Habitat GTA Board members, helping them unlock their fundraising potential.

Key Accountabilities



Corporate Partnerships Strategy & Revenue Growth

- Lead the development and execution of Habitat GTA's corporate partnerships strategy, with accountability for year-over-year growth in corporate revenue across multiple partnership types. The corporate revenue target for 2026 is \$3 million.
- Ensure Build Days continue to grow in scale, consistency, and financial performance, while intentionally positioning them as one of several pathways into broader corporate support.

- Develop and oversee strategies to secure corporate contributions and partnerships that may not be tied to Build Day participation, including philanthropic giving, sponsorships, and mission-aligned partnerships.
- Establish clear relationship progression pathways that move corporate partners from initial engagement to deeper, longer-term involvement and increased financial commitment where appropriate.
- Lead the development of annual and multi-year corporate fundraising budgets, forecasts, and performance targets.

Corporate Relationship & Portfolio Management

- Act as the Primary Relationship Manager for a select portfolio of high-value corporate partners and prospects, with a focus on retention, growth, and long-term value.
- Oversee the identification, cultivation, solicitation, and stewardship of corporate partners across a range of engagement models, including Build Days, sponsorships, and non-program-based philanthropic support.
- Work closely with the Director, Major Gifts and Vice President, Resource Development to identify corporate partners with potential for larger, multi-year, or transformational commitments.
- Ensure corporate partners experience consistent, thoughtful stewardship and clear communication of Habitat GTA's impact and priorities.

Build Day & Corporate Engagement Program Oversight

- Provide strategic oversight of Habitat GTA's Build Day program, ensuring alignment between revenue goals, operational capacity, and corporate partner experience.
- Oversee the staff member responsible for Build Day execution, ensuring program delivery is consistent, well-coordinated, and positioned to support year-round participation through the Build Factory (a new initiative to be offered in fall of 2026).
- Work cross-functionally with Construction, Volunteer Resources, Marketing & Communications, and Family Partnerships to ensure Build Day and other engagement experiences are delivered effectively and safely.

Reporting, Data & Performance Management

- Ensure that insights from Build Day participation are leveraged to inform broader relationship-building and fundraising strategies.

- Ensure accurate and effective use of Raiser's Edge CRM to track corporate relationships, commitments, renewals, and forecasting.
- Work with the Database Manager and internal stakeholders to improve data quality, reporting, and workflow efficiency.
- Monitor and analyze performance across corporate revenue streams, including Build Days, renewals, and non-Build Day partnerships.
- Use data and insights to inform decision-making, resource allocation, and continuous improvement.

Collaboration & Organizational Leadership

- Partner with senior staff, board members, and volunteers to support corporate relationship development and stewardship.
- Represent Habitat for Humanity GTA as a senior ambassador with corporate partners, funders, and external stakeholders.
- Contribute to broader fundraising strategy and cross-departmental initiatives as a member of the Fund Development leadership team.
- Learn, understand, and actively participate in Habitat GTA's Health and Safety Program.

The Ideal Candidate



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- 10+ years of fundraising leadership, including strategy, operations, analytics, systems, and frontline giving
 - Proven success leading and growing corporate partnerships or business development programs with significant revenue accountability.
 - Experience managing multiple corporate revenue streams, including employee engagement programs and non-program-based corporate giving.
 - Demonstrated ability to grow relationships from initial engagement to long-term, higher-value partnerships.
 - Strong people leadership experience, including managing diverse roles, coaching performance, and building high-functioning teams.
 - Strategic thinker with the ability to balance near-term revenue delivery with long-term relationship growth.
 - Proficiency with CRM systems / donor management tools, comfort using data to guide strategy

- Strong financial acumen — budgeting, forecasting, resource optimization
- Exceptional communication, influence, negotiation, and cross-department collaboration skills
- Experience working with senior stakeholders, volunteers, and board members
- Passion for Habitat for Humanity GTA's mission to create a world where everyone has a safe, quality place to live

Application Instructions



Habitat for Humanity GTA is committed to creating a diverse environment and is proud to be an equal opportunity employer. Applicants must be eligible to work in Canada throughout the duration of their employment with Habitat for Humanity GTA. Proof of eligibility will be required. The successful candidate must receive clearance by a police background check.

Habitat for Humanity GTA is committed to ensuring a barrier-free, accessible and inclusive work environment. They welcome and encourage applications from people with disabilities.

Preston Human Capital Group is conducting this search on behalf of Habitat for Humanity Greater Toronto Area. If you are looking for an outstanding challenge and meet the qualification criteria, we look forward to hearing from you. Please include a cover letter and CV addressed to **Lori Radke** at lori@phcap.ca. If you require accommodation during any stage of the recruitment process, please indicate this in your cover letter. The posting closes on **Wednesday, February 25, 2026, at 5pm ET**. Please note that only candidates selected for an interview will be contacted. Thank you for your interest.