Alzheimer Society
FOUNDATION
BRANT HALDIMAND NORFOLK
HAMILTON HALTON

Director, Philanthropic Partnerships

Reports to: Chief Executive Officer
Location: Hybrid (Hamilton, Halton and surrounding areas)
Salary Range: $95,000 – $110,000
Employment Type: Full-Time

Position Overview

The Alzheimer Society Foundation of Brant, Haldimand Norfolk, Hamilton Halton is seeking an experienced and relationship-driven fundraiser to join our team as Director, Philanthropic Partnerships.

Reporting directly to the Chief Executive Officer, this senior role is responsible for building and managing meaningful relationships with donors and community partners in order to grow philanthropic support for the organization.

This is a front-facing fundraising role focused on cultivating and securing gifts that advance the mission of Alzheimer Society of Brant, Haldimand Norfolk, Hamilton Halton. The Director will manage a portfolio of 75–125 donors and prospects, engaging individuals, corporations, and community organizations in meaningful philanthropic partnerships.

The successful candidate will bring an entrepreneurial spirit, strong relationship-building skills, and a deep commitment to the mission of supporting people living with dementia and their care partners. This role requires someone who is self-motivated, organized, and results-oriented, with the ability to independently manage a portfolio and move donors through the full donor lifecycle.

Key Responsibilities

Major Gifts & Philanthropic Partnerships

- Manage and grow a portfolio of 75–125 donors and prospects, including individuals, and corporations
- Cultivate, solicit, and steward gifts at the leadership and major gift levels
- Build strong, trust-based relationships that inspire donors to make meaningful philanthropic investments
- Conduct regular donor meetings and relationship-building activities across the region
- Invite donors to support programs and services that advance the mission of the Alzheimer Society of Brant, Haldimand Norfolk, Hamilton Halton

Donor Engagement & Relationship Management

- Move supporters through the full donor lifecycle, ensuring meaningful engagement at every stage
- Engage donors in the mission by connecting them with the organization's programs, services, and impact
- Maintain strong stewardship practices that encourage long-term donor relationships

Proposals & Gift Development

- Develop and present compelling proposals, and donor materials
- Work with the CEO to align philanthropic opportunities with organizational priorities
- Identify opportunities to deepen donor engagement and increase philanthropic investment
- Prepare briefing materials and donor strategies

Community Engagement & Representation

- Represent Alzheimer Society of Brant, Haldimand Norfolk, Hamilton Halton professionally in the community
- Build relationships with business leaders, community partners, and philanthropic supporters
- Attend community events, meetings, and networking opportunities to expand the organization's reach

Portfolio Management & Results

- Independently manage and prioritize a portfolio of relationships and fundraising opportunities
- Set and achieve measurable fundraising goals
- Track and document donor engagement and progress within the organization's donor database
- Maintain consistent outreach and relationship-building activities to advance donor engagement

Candidate Profile

The successful candidate will be a senior fundraising professional who thrives in a relationship-based role and is motivated by meaningful community impact.

You are someone who:

- Is comfortable meeting with donors and prospects and inviting philanthropic support
- Is able to manage a portfolio and schedule independently
- Is results-oriented and motivated to achieve fundraising goals
- Brings an entrepreneurial mindset and enjoys building relationships in the community
- Has strong judgment and the ability to represent the organization with professionalism and integrity

- Is passionate about supporting individuals and families affected by dementia

Qualifications

- 10+ years of experience in fundraising, major gifts, or relationship development
- Demonstrated success managing a portfolio of donors and securing philanthropic gifts
- Experience cultivating and soliciting leadership and major gifts ($5,000+)
- Proven ability to build relationships with individuals, corporations, and community partners
- Strong communication, presentation, and proposal development skills
- Ability to work independently while collaborating effectively with senior leadership
- Familiarity with the local community and philanthropic landscape
- CFRE designation is considered an asset.

About the Alzheimer Society

The Alzheimer Society of Brant, Haldimand Norfolk, Hamilton Halton supports individuals living with dementia and their care partners through programs, education, advocacy, and community support. Philanthropy plays a critical role in ensuring that the organization can continue to meet the growing needs of families across the region.

How to Apply

Interested candidates are invited to submit a resume and cover letter, in confidence, outlining their experience and interest in the role. Applications should be sent to Michelle Lewis, CEO at **careers.alzheimers@outlook.com** with the subject line *Director, Philanthropic Partnerships.*

We recognize that no candidate will meet every qualification listed in this posting. If you are passionate about our mission and believe your experience aligns with many of the requirements, we encourage you to apply.

The Alzheimer Society of Brant, Haldimand Norfolk, Hamilton Halton is committed to fostering an inclusive and accessible workplace. Accommodations are available upon request for candidates participating in all aspects of the recruitment process.

We thank all applicants for their interest; however, only those selected for an interview will be contacted.