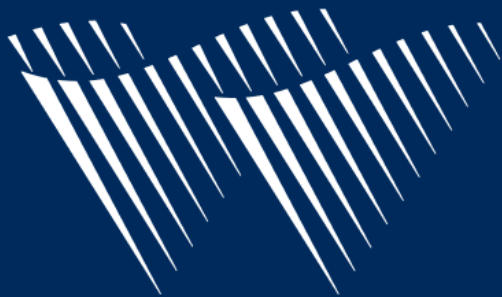


WOLF COOPER FOUNDATION



Executive Lead, Philanthropy

Position Brief



WOLF
SCHOLARS

WOLF COOPER FOUNDATION

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FOR MORE INFORMATION

KCI Search + Talent has been retained to conduct this search on behalf of the [Wolf Cooper Foundation](#). For more information about this opportunity, please contact Ellie Rusonik, Senior Vice President/Practice Lead, or Meredith Roberts, Senior Search Consultant KCI Search + Talent by email at WCF@kcitalent.com.

Interested candidates should send their resume and a letter of interest to the email address listed above by **April 7, 2026**. All inquiries and applications will be held in strict confidence.

This is a permanent fractional leadership role with a salary of \$210,000, prorated to a three-day work model.

Wolf Cooper Foundation offers flexible work model that combines remote work with periodic travel for strategic networking and engaging donors and prospects across the GTA and throughout Ontario.

Only candidates who are currently legally eligible to work in Canada will be considered for this role.

Accommodations are available on request for candidates taking part in all stages of the selection process. If you require any accommodations, please notify the KCI Search Consultant.

Artificial intelligence will not be used to screen resumes or assess candidates in this search.

WOLF COOPER FOUNDATION

Executive Lead, Philanthropy

THE OPPORTUNITY

The Wolf Cooper Foundation (WCF) is seeking its inaugural Executive Lead, Philanthropy to design and implement a comprehensive philanthropy strategy to support growth and sustainability of the [Wolf Scholars Program](#), a new undergraduate scholarship for future thoughtful Canadian builders, innovators and leaders.

Established by the Wolf Cooper Foundation in partnership with the University of Toronto, Wolf Scholars has been designed to be Canada's most immersive scholarship program, and among the most pre-eminent undergraduate scholarship programs globally.

Reporting to the Executive Director, the Executive Lead, Philanthropy will develop and drive the Foundation's fundraising strategy while actively managing major gifts, donor engagement, and stewardship initiatives including building and managing their own donor portfolio to cultivate outright, planned, and blended gifts. The Executive Lead will work in collaboration and partnership with an Advisory Board of top Canadian business and nonprofit leaders to identify prospective donors and supporters; establish donor engagement strategies; and support the senior leadership volunteers in the cultivation, solicitation and stewardship of high-capacity prospects and donors.

Leveraging strong connections with Toronto's donor community, the Wolf Cooper Foundation team—supported by its world-class board—raised over \$7 million in its first year from more than 30 donors, highlighting both the appeal of the Program and the interest to support it in the broader Toronto community. The Executive Lead, Philanthropy will be able to build on this strong foundation in the coming years, in the Greater Toronto Area and beyond.

The ideal candidate is entrepreneurial, relationship-driven, and has a proven track record in major gift development or the clear potential to excel in this area. The Executive Lead thrives in a fast-paced, dynamic environment, takes accountability for ambitious fundraising goals, and is excited to personally lead fundraising efforts on behalf of the Foundation.

To support the launch of the Foundation, Ted Garrard, C.M. of West Shore Consulting, has been engaged by WCF to provide strategic guidance and support developing fundraising infrastructure, policies, and prospect pipelines. The Lead will have the opportunity to work with and benefit from Ted's support during onboarding and the first few months in the role.

ABOUT THE WOLF SCHOLARS PROGRAM

Established by the Wolf Cooper Foundation in partnership with the Munk School of Global Affairs & Public Policy in the Faculty of Arts & Science at the University of Toronto, the Wolf Scholars Program was established in 2025 to offer exceptional young Canadians the freedom to be curious with the confidence they will graduate as well-rounded citizens ready to drive positive systemic impact in the private and public sectors. It is designed to be Canada's most immersive scholarship program, and among the most pre-eminent undergraduate scholarship programs globally.

An interdisciplinary education is the best foundation to prepare for an evolving world.

Each year, 16 exceptional incoming undergraduates across the University of Toronto's Faculty of Arts and Science will form a tight-knit cohort. Over four years, Scholars will engage in an enrichment program designed to sharpen their critical thinking skills, foster their intellectual curiosity across disciplines, and prepare them to tackle the challenges facing their generation.



Beyond funded travel and leadership development experiences, Scholars will receive a full tuition scholarship and a meaningful living stipend. Wolf Scholars is a launchpad inspired by renowned liberal arts programs worldwide. Wolf Scholars is building a future where a student's curiosity, character and ambition—not only their degree—enables them to drive impact across sectors.

The Wolf Scholars Program is funded and administered by the Wolf Cooper Foundation.

MISSION

Create a world-class undergraduate journey for the most promising young Canadians who aspire to be future leaders, empowering them to use their broad education and transformative experiences to build a better world.

VALUES

- + Future leaders benefit most from a **broad intellectual foundation**.
- + More than ever, undergraduate students need **critical thinking** skills to navigate the world and make it a better place.
- + Developing a **personal leadership framework** requires exposure to a wide range of people and experiences.
- + Brilliant students with an **interdisciplinary perspective** can **excel** in almost any career.
- + **Excellence, integrity, and optimism** should be celebrated.

ABOUT WOLF COOPER FOUNDATION

Established in January 2025, the Foundation operates independently as a non-profit organization, partnering with the Munk School of Global Affairs and Public Policy at the University of Toronto to fund and administer the Wolf Scholars Program. The Foundation has a board and advisory council including prominent Canadian business and non-profit leaders, academics and others.

Additional Information:

[Wolf Scholars](#)

[Management Team](#)

[Launch Press Release](#)

[Wolf Honours Event](#)

BOARD OF DIRECTORS

Andrew Sheiner, Chair
CEO, Atlas Partners

Benjamin Swan
Associate, Boston Consulting Group

Franca Gucciardi
COO, CIFAR; Former CEO, Loran Scholars and
McCall MacBain Scholars

Amanda Lang
Business Journalist and TV Host, BNN
Bloomberg

Silvia Presenza
Strategic Advisor, Business Leadership and
Communications

Joe Natale
Former CEO, Rogers Communications

Will Scott
CEO, Toronto Public Library Foundation

Kathleen Taylor
Former CEO, Four Seasons Hotels and Resorts

ADVISORS

Dominic Barton
Chair, Rio Tinto; Former Global Managing Partner, McKinsey & Company

Maxine Granovsky Gluskin
Former President, Art Gallery of Ontario Board of Trustees

Amy Kaiser, PhD
Mental Health Practitioner, Adjunct Professor, University of Toronto

Dr. Kenneth Montague
Founding Director, Wedge Curatorial Projects

Jad Shimaly
Global Managing Partner - Client Service, EY

Janice Stein
Founding Director, Munk School of Global Affairs and Public Policy

KEY RESPONSIBILITIES

- + Serve as fundraising lead for the Foundation, in collaboration with the Executive Director, and Board Chair, and Board Members.
- + Develop short- and long-term fundraising strategies, including setting, tracking, and assessing multi-year plans and goals that align with the Foundation's priorities and growth objectives.
- + Develop donor acquisition, retention, and migration strategies for donors with a focus on major gifts in the \$10,000 to \$1 million + range.
- + Lead the Foundation's fundraising activities with high-value prospects and donors.
- + Oversee all proposal development for prospective donors.
- + Craft a bespoke donor experience and stewardship program that ensures the highest standards of accountability and recognition.
- + Support the development of annual budgets and business plans to achieve the program objectives and assess progress.
- + Work collaboratively with the Executive Director to ensure all business, fiduciary and legal responsibilities pertaining to fundraising are met.
- + Contribute to the oversight of funding agreements, the distribution of tax receipts, and related acknowledgement letters on an ongoing basis, while promoting best practices to ensure prospect and donor records are effectively managed.
- + Represent WCF in the community, at events, and with partners in a manner that supports increased awareness.
- + Maintain knowledge of best practices and trends around philanthropy.

QUALIFICATIONS AND COMPETENCIES

- + Fundraising experience with a specific focus on soliciting major gifts and principal gifts (at the five-figure level and above) or the clear aptitude to operate at this level.
- + A desire to own and lead the fundraising efforts of the Foundation
- + Exceptional relationship-building and interpersonal skills, with a proven ability to engage, inspire, build, and sustain strong collaborative working relationships with existing and prospective donors.
- + Ability to recruit, inspire and support senior volunteers to achieve fundraising goals.
- + A confident, strategic thinker with strong execution capability.
- + Ability to develop proposals tailored to the specific interests of major donors and advocate passionately for the Wolf Scholars Program.
- + Ability to work in a team-oriented environment, collaborating with other stakeholders within the University and the broader community.
- + Reputation for a high degree of integrity and trustworthiness and exemplary judgement.
- + Thrive in a dynamic setting where innovation, iteration, and momentum are valued.

- + Highly organized and accurate with excellent attention to detail.
- + Demonstrated ability to provide steady, strategic counsel to help translate new ideas into focused, actionable plans.
- + A persuasive, credible, and polished communicator with ability to effectively and passionately communicate with a wide variety of audiences both orally and in writing.
- + Comfortable working in a fast-paced, evolving start-up environment, with the ability to lead through ambiguity and growth.
- + Results-driven, hard-working and focused on continuous improvement.
- + Maintains knowledge of philanthropic trends with the ability to put into practice.
- + Proficiency in French is an asset.
- + A bachelor's degree or higher.
- + A professional designation such as CRFE is an asset.
- + Flexible availability to work variable hours as needed for donor meetings and events.

LEADERSHIP BIOGRAPHIES

MARGOT GHERSIN Executive Director



Margot is the Wolf Scholars Program founding Executive Director, and is thrilled to be building Canada's next generation of thoughtful and driven leaders. Having experienced first-hand how transformative travel can be during university, Margot is passionate about creating opportunities that empower students to dream big and lead with ambition and purpose.

With extensive experience developing impactful educational programs both in Canada and abroad, she has led teams to coach entrepreneurs in emerging regions across seven countries (Northern Canada, Serbia, Bosnia, North Macedonia, Russia, Vietnam, and Nepal) and has coordinated global internships for hundreds of students. Margot is a strong believer in the power of open-mindedness to develop empathy and drive meaningful positive change.

Before joining Wolf Scholars, Margot was a Consultant at Bain & Company, where she led complex strategic projects for clients in the non-profit, utilities, and financial services sectors. She also served as Bain's undergraduate recruiting captain, helping shape the next generation of talent.

A graduate of the Ivey Business School at Western University, Margot was honored to serve as her class Valedictorian. Prior to Ivey, she studied Political Science and Spanish, which underscored her belief in the importance of interdisciplinary learning.

ANDREW SHEINER
Founder and Board Chair



Andrew is the co-founder and CEO of private equity firm, Atlas Partners. Andrew established the firm in 2012 following a 17-year career with Onex Corporation where, as a Managing Director, he co-led the establishment of the firm’s large cap private equity platform in 2001 and oversaw its other investing platforms, including ONCAP.

Andrew and his family foundation are funding the launch of the Wolf Scholars Program, and he serves as the Chair of the Board of Directors.

Prior to joining Onex in 1995, Andrew worked at McKinsey & Company and a private family business. Andrew is or has served as a Board member or Trustee of The Hospital for Sick Children, Hot Docs, the York School, Urban Squash Toronto, and Harvard Business School’s Canadian Advisory Board. Andrew holds a Bachelor of Commerce in Economics from McGill University (First in Class) and an MBA from Harvard Business School.

TED GARRARD, C.M.
Consultant



Ted Garrard, C.M., is the former CEO of SickKids Foundation, a position he held from 2009-2023. Under Ted’s leadership, the Foundation increased annual revenues from \$80 million to more than \$213 million per annum, saw its endowment grow from \$480 million to \$1.3 billion, became one of the top brands in Canada and set a new standard for charity branding, grew the donor base by more than 100,000 to 330,000 annually, assembled a 37-member Board of Directors that became a “destination” Board for community leaders, became a digital leader in fundraising, doubled the number of staff from 120 to 250 employees, increased the Foundation operating budget from \$26 million to \$60 million annually, and oversaw the process that resulted in SickKids becoming the first hospital foundation in Canada to be accredited by Imagine Canada under their Standards program.

Prior to joining the Foundation Ted served as Vice-President, External at The University of Western Ontario from 1996-2009 and spent 13 years at United Way of Toronto in a variety of fundraising roles.

Ted founded West Shore Consulting to increase the capacity of charities in strategic planning, governance, fundraising, human resource management, brand management, and capital campaigns. He also serves as a Senior Consultant to CCS Fundraising, the world’s largest comprehensive strategic fundraising advisory firm.

ORGANIZATIONAL CHART

