



POSITION PROFILE

National Director, Philanthropy Breakfast Club of Canada



Position Overview



Organization:	<u>Breakfast Club of Canada</u>
Position Title:	National Director, Philanthropy
Reports To:	President & CEO
Team:	14 overall
Location:	GTA based, remote position. Head office located in Boucherville, QC. Position will require some national travel.
Compensation:	\$140,000 - \$170,000 plus comprehensive benefits (more below), vacation. Compensation will be determined commensurate with experience.
Use of AI:	AI is not currently utilized in the hiring process to screen or assess candidates.

Is This You?



You are a proven fundraising leader who enjoys leading a team to achieve collective goals. Working in a hybrid/remote context, reporting to a National President & CEO, and leading the fundraising strategy and execution on behalf of a national organization would excite and motivate you. You have experience in all fundraising revenue streams, but what lights you up is when you get to ‘dig in’ to leading and developing new relationships with high-value prospects across individual, corporate and foundations. From a leadership perspective, you enjoy coaching and motivating a geographically dispersed team to achieve fundraising success and excellence.

If being part of leading an organization that is ensuring every Canadian child has access to a nutritious breakfast would motivate you to do your best work, read on.

The Organization



Founded in 1994, Breakfast Club of Canada is a national nonprofit organization dedicated to providing services and funding school breakfast programs. They work with partners across all sectors to support the rollout of a high-quality national school nutrition program. Together, they create a caring environment where every child has access to nutritious food, which is essential to their success and well-being.

Although the Club has grown significantly since its inception, their commitment to helping children thrive remains unchanged. Today, they help hundreds of thousands of students across the country start their day with a nutritious breakfast in an inclusive, welcoming, and caring environment.

Children's well-being is at the heart of their mission. Their experience shows that the best way to make a lasting impact is to work closely with each school. Together, they build dynamic and enriching environments that foster a sense of belonging and support academic success.

No challenge is too great when it comes to ensuring all children have access to a nutritious breakfast. With a presence in every province and territory, they recognize the wide diversity of realities from coast to coast. Every community has its own needs; their strength lies in their ability to adapt, be flexible, and find sustainable solutions.

The Position



Reporting to the President & CEO and serving as a member of the Management Committee, the National Director, Philanthropy is responsible for the national philanthropic development strategy, and they will be focused on growing major gifts (\$10K+), planned giving, foundations, and corporate partnerships.

Philanthropy represents nearly half of the revenue for the Club. There is ambition to grow this revenue stream, and a key strategic objective of the role is to proactively and

rapidly develop the Greater Toronto philanthropic market. This market has been identified as a priority area for revenue growth and the expansion of relationships with high-value donors. A GTA based National Director will ensure the organization is well positioned to grow and diversify the Club's donor base in Ontario. This market represents a major strategic lever for the organization, and this individual will play a key role in expanding relationships with major donors and corporate partners.

The National Director is an existing position and will lead a team of approximately 14 people coast to coast who are responsible for managing and developing philanthropic activities across Canada. The Director will lead the strategic direction for fundraising initiatives and support the team in achieving national philanthropic goals.

Key Accountabilities



Strategic Leadership and Governance

- Actively participate in the management committee and contribute to the organization's strategic direction.
- Contribute to the evolution of the organizational strategic plan and ensure alignment with philanthropic priorities.
- Develop, in collaboration with senior management, a multi-year national major revenue development plan.

Fundraising and Revenue Development

- Develop and implement growth strategies for:
 - Major gifts from individuals
 - Planned giving
 - Corporate strategic partnerships
 - Foundations
- Work in collaboration with the Communications and Marketing team, which manages recurring individual donations and event activities, to optimize overall fundraising opportunities.
- Identify, cultivate, and solicit a portfolio of major donors and strategic partners.
- Maintain and develop relationships with existing partners by ensuring strategic management of philanthropic relationships.

National expansion and development of the Greater Toronto market

- Develop strategies aimed at growing philanthropic activities across Canada.
- Prioritize the development of philanthropic and corporate networks in key economic markets.
- Proactively and strategically develop the Greater Toronto Area by creating and mobilizing new networks of major donors, philanthropists, and corporate partners.

Financial Planning and Performance

- Develop annual fundraising plans with financial goals, budgets, and performance metrics.
- Monitor results and recommend strategic adjustments based on data analysis and philanthropic trends.
- Ensure rigorous management of donor portfolios and solicitation strategies.

Team Leadership

- Provide a clear vision, priorities, and expectations to foster a strong national team culture, while taking into account the realities, contexts, and specificities of each province.
- Inspire and mobilize a team of professionals toward a cohesive and integrated approach to philanthropy across the country, focusing on collaboration, sharing best practices, and achieving common goals.
- Help foster a performance culture focused on individual success, accountability, and pushing oneself to excel, while maintaining a strong spirit of collaboration and mutual support.

The Ideal Candidate



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- At least 10 years of progressive experience in strategic leadership, planning, and implementation of comprehensive development programs.
 - Experience in fundraising and a proven track record in managing revenue from various sources, including corporate partnerships, major individual gifts, and foundation grants.

- Demonstrated team leadership experience, particularly in coaching and developing leaders, structuring a team dedicated to revenue growth, driving the team to achieve results, and fostering a culture of collaboration.
- Excellent command of English (spoken and written); fluency in French is a plus but not required.
- Excellent communication skills (spoken and written); and the ability to represent the organization effectively with a variety of stakeholders.
- Exceptional interpersonal skills, with a demonstrated ability to influence and inspire commitment among key stakeholders, both internally and externally.
- A strategic, innovative, and creative approach to challenges and opportunities.
- Proven ability in financial resource management, including budget and report preparation.
- Experience using data to guide decision-making and maximize fundraising potential.
- Direct experience in a philanthropic organization focused on youth or food security is a plus.
- Personal commitment to upholding the principles of equity, diversity, and inclusion.
- Proficiency in Microsoft Office; knowledge of CRM mandatory (Salesforce is a asset)
- A university degree or equivalent work experience; Certified Fundraising Executive (CFRE) certification is a plus.
- Must be based in the Greater Toronto Area and work in a hybrid/remote capacity.

Benefit Summary

- Full-time permanent position
- Flexible hours
- Summer schedule
- Competitive salary
- Four weeks vacation and personal time off
- Time off on your birthday
- Group insurance plan partially paid by the employer
- Telemedicine
- Employee assistance program
- Pension plan with employer contributions
- Recognition program

- Health and wellness program
- Continuing education program

Application Instructions



The successful candidate must receive clearance by a police background check, including a vulnerable sector screen.

Breakfast Club of Canada is an equal opportunity employer and encourages applicants from equity seeking groups. Candidates will be provided with an overview of the various elements of the selection process, such as tests, skills demonstrations, etc. Breakfast Club of Canada is committed to providing reasonable accessible employment practices that follow the Accessibility for Ontarians with Disabilities Act (AODA). If you require accommodation for disability during any stage of the recruitment process, please indicate this in your cover letter.

Preston Human Capital Group is conducting this search in partnership with Breakfast Club of Canada. 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 Lindsay Preston at lindsay@phcap.ca.** The posting closes on **April 24, 2026 at 5pm ET**. Applications will be reviewed on a rolling basis. Please note that only candidates selected for an interview will be contacted. Thank you for your interest.