

## LOFT Community Services Director, Transformational Giving

*LOFT Community Services is grateful to be able to offer services in this territory. This has, and continues to be, a home for many Indigenous persons for thousands of years. LOFT acknowledges the Tobacco, Petun, and Huron-Wendat Nations. We acknowledge the other confederacies and communities of Nations including the Anishinabek, Haudenosaunee, Inuit, and Métis Peoples. We also recognize the First Nations and their ancestors in the area including, The Mississaugas of The Credit, the Chippewas of Georgina Island, the Chippewas of Rama, Six Nations of the Grand River, and the Mississaugas of Scugog Island. Thank you. Please take some time to be present, have a moment of reflection and think about how you are acting toward Truth and Reconciliation.*

LOFT Community Services (LOFT) provides support and hope to individuals facing complex challenges, including mental and physical health issues, addictions, dementia, and homelessness. Through a diverse range of community-based services, supportive housing, and specialized programs, LOFT serves at-risk and equity-deserving populations with compassion and dignity. Driven by its mission to empower community members to achieve optimal health and well-being, LOFT remains steadfast in its values of compassion, collaboration, and community, delivered with innovation and excellence.

It is within this context that LOFT invites nominations and applications for the role of **Director, Transformational Giving**, a leadership opportunity that will play an important role in shaping the organization's philanthropic future. Reporting to the Vice President, Development, the Director, Transformational Giving will develop and implement LOFT's transformational gift acquisition strategy, focusing on new business development and gifts of \$250,000 and more from individuals, corporations, and foundations, while helping strengthen a culture of philanthropy across the organization. The Director will work closely with senior leadership, the Board of Directors, fundraising volunteers, donors, and community partners to deepen engagement and build long-term support for LOFT's mission and impact.

This role is well suited to a senior fundraising leader who is energized by relationship-building and new business development, and motivated by the opportunity to connect philanthropy to meaningful community outcomes. The Director will create and oversee a portfolio of high-value donors and prospects, with a focus on gifts of \$250,000 and above from individuals, corporations, and foundations. They will lead cultivation, solicitation, and stewardship strategies, support the development of compelling cases for support, and help ensure donors experience a thoughtful, mission-aligned partnership with the organization. The Director will also contribute strategically to LOFT's broader development vision by supporting innovation in donor engagement, strengthening fundraising infrastructure and processes, and helping identify opportunities for long-term philanthropic growth. Working in close collaboration with colleagues across the organization, the successful candidate will bring curiosity, sound judgment, and a collaborative leadership style to an environment shaped by compassion, accountability, and service.

## Qualifications

Among the qualifications being sought in candidates, the ideal candidate will bring a deep commitment to advancing equity, inclusion, anti-racism, and culturally responsive practices, alongside a genuine belief in the importance of community-centred care and human dignity. While all candidates are encouraged to apply and, in so doing, share how they see themselves adding value to the LOFT environment, the following credentials and/or experiences are seen as possible markers of the candidates most likely to realize success in the role: A) significant experience leading major and transformational fundraising initiatives, including the successful cultivation and solicitation of gifts at minimum of \$250,000 and ideally \$1,000,000+ level; B) demonstrated ability to build trusted relationships with donors, fundraising volunteers, senior leaders, and community partners, paired with exceptional communication and interpersonal skills; C) experience developing fundraising strategies, managing donor portfolios, and translating organizational priorities into compelling philanthropic opportunities; and, D) a collaborative and adaptable leadership approach grounded in sound judgment, accountability, curiosity, and a strong commitment to LOFT's mission and the communities it serves. Preference will be given to candidates with experience in the nonprofit, healthcare, social services, or broader community impact sectors.

The expected salary range for this position is \$100,341 – \$126,982 CAD per year, commensurate with experience and qualifications. This posting reflects an newly created position within the organization.

## ***How to Apply***

*LOFT Community Services is committed to fostering an inclusive and accessible environment and is dedicated to building a workforce that reflects the diversity of the community in which we live and serve. Applications are encouraged which indicate diversity in culture, race, sexual orientation, gender identity and experience that reflects the clients and communities we serve.*

*LOFT Community Services is partnering with BES Executive Search, a firm committed to ensuring that every search mandate engages a pluralistic and intersectional range of candidates. Applicants are guided through what BES calls 'The BES Experience'—a thoughtful, candidate-centred process that meets candidates with support and care throughout the search process. **All interested applicants are encouraged to apply by clicking [HERE](#).***

*In accordance with the Accessibility for Ontarians with Disabilities Act (AODA), applicants living with a disability will be provided with accommodation throughout the search process. Should accommodations be required, please make Helen Mekonen aware by emailing [hmekonen@bessearch.com](mailto:hmekonen@bessearch.com).*

*BES is deeply grateful to all who express interest in this opportunity and recognize the time and effort that goes into submitting an expression of interest. While only those most closely aligned with the position requirements will be contacted for an interview, all applications are reviewed with thoughtfulness and will receive correspondence from the firm as part of our commitment to delivering a respectful and inclusive candidate experience.*



*BES Executive Search Inc. does not use artificial intelligence (AI) to screen, assess, or select applicants.*

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