



NATIONAL
GALLERY
OF CANADA
FOUNDATION

FONDATION
DU MUSÉE
DES BEAUX-ARTS
DU CANADA



DIRECTOR, MAJOR GIFTS & CAMPAIGNS

Position Brief



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FOR MORE INFORMATION

KCI Search + Talent has been retained to conduct this search on behalf of the National Gallery of Canada Foundation. For more information about this opportunity, please contact Sylvie Battisti, Senior Vice President, KCI Search + Talent by email at NGCF@KCI Talent.com.

All inquiries and applications will be held in strict confidence. Interested candidates should send resume and letter of interest to the email address listed above by **July 10, 2026**.

The hiring range for this position is \$104,000 - \$114,000, and a comprehensive suite of benefits is also provided.

The National Gallery of Canada and the NGC Foundation are dedicated to fostering an inclusive environment that values and celebrates the diverse life experiences, voices, and histories of all individuals. We encourage applications from individuals belonging to Indigenous, Black, and racialized communities, women, persons with disabilities, and members of 2SLGBTQI+ communities.

The NGC Foundation is committed to providing accommodations for people with disabilities. If you require accommodation, the NGC Foundation and KCI will work with you to meet your needs.

This position is open to all Canadian citizens, permanent residents and those legally able to work in Canada. *This posting is for a current vacancy. Artificial intelligence will not be used to screen resumes or assess candidates in this search.*



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Director, Major Gifts & Campaigns

THE OPPORTUNITY

The National Gallery of Canada Foundation is seeking a **Director, Major Gifts and Campaigns** to help advance the future of Canadian art and artists through transformative philanthropy. This is an exceptional opportunity for a strategic fundraising leader who is inspired by the power of culture, deeply committed to relationship-building, and energized by the opportunity to shape the next chapter of philanthropic investment in one of Canada's most important cultural institutions.

Reporting to the Chief Executive Officer, the Director, Major Gifts and Campaigns will play a critical leadership role in strengthening the Foundation's fundraising capacity and advancing campaign readiness for the future. The Director will lead the strategy and execution of major gift development, deepen engagement with donors, and secure philanthropic support by:

- Building and advancing a diverse national pipeline of leadership donors
- Converting patron engagement into major and principal gift opportunities
- Driving campaign readiness and the development of lead gifts
- Partnering with the Head, Patron Programs to ensure a coordinated and strategic donor journey

As both a frontline fundraiser and trusted strategic partner to the CEO, the Director will lead efforts to grow philanthropic investment and strengthen the Foundation's long-term fundraising capacity. The successful candidate will manage a portfolio of major gift prospects and lead sophisticated strategies to identify, cultivate, solicit, and steward donors in collaboration with senior leadership and key stakeholders. With strong analytical, organizational and planning skills, the Director will effectively shape our development strategies and encourage best practice fundraising for optimum results.

The ideal candidate is an intellectually curious and highly relational fundraising professional with exceptional listening and engagement skills, capable of understanding and aligning donor motivations with institutional priorities. A talented communicator with strong emotional intelligence, the Director will confidently cultivate enduring relationships with potential and current donors, volunteers, colleagues, and partners across the organization.

A collaborative and values-driven leader, the Director will model integrity, respect, accountability, and excellence in all interactions. With a proactive and collegial approach, they will foster strong internal partnerships across Foundation and Gallery teams, including senior leadership, marketing, public affairs, artistic, and operations colleagues, recognizing that meaningful collaboration is essential to building a sustainable culture of philanthropy and achieving long-term impact.



ABBAS AKHAVAN, *cast for a folly*, 2019/2023.
*Installation view, curtain call, Ny Carlsberg
Glyptotek, Copenhagen, Denmark, 2023. Photo:
David Stjernholm.*



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An important aspect of the role will be providing leadership and direction to an ambitious and dedicated team. The Director will be an inspirational coach who will continue to lead team members in reaching their highest potential. Empathetic and accessible, the new incumbent will promote a supportive culture of teamwork, high performance, continuous learning, and shared success.

This position is based in Ottawa at the National Gallery of Canada and requires availability for donor engagement activities locally, nationally, and internationally, as needed. A valid passport is required.

The role offers the flexibility of a hybrid work model, with a minimum of three days per week in the NGC Foundation office. Occasional evening and weekend work will be required in support of fundraising events and programming.

Enhanced Reliability Security Clearance is required for this position (not assessed at the pre-selection stage). Eligibility to work in Canada is mandatory. In accordance with the National Gallery of Canada's policy, all staff and visitors to the building must be fully vaccinated.

ABOUT THE NATIONAL GALLERY OF CANADA

Founded in 1880, the Gallery has played a key role in Canadian culture for well over a century.

Comprising works from antiquity to the present day, the Gallery has one of the finest collections of Indigenous and Canadian art in the world, as well as masterworks from numerous other artistic traditions. In addition to showcasing works of art, the Gallery preserves, studies and shares works in every conceivable medium, including photography, sculpture, painting, installation and the decorative arts. With a mandate to share the visual arts with Canadians, the Gallery works with artists and arts organizations across the country and around the world to share our collective story through art.

Located in Ottawa, the Gallery makes its home in a grand, light-filled structure of glass and granite designed by world-renowned architect Moshe Safdie.

For more information, please visit www.gallery.ca



Jin-me Yoon, Honouring a Long View, 2024. National Gallery of Canada, Ottawa © Jin-me Yoon. Photo: NGC



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ABOUT THE NATIONAL GALLERY OF CANADA FOUNDATION

Mission

We lead philanthropic support of the National Gallery of Canada's strategic vision which empowers innovation, the sharing and celebration of the national collection in a diverse context, world-class exhibitions and transformative arts programming.

Vision

We inspire donors to join a growing, increasingly diverse, engaged passionate philanthropic community. We celebrate our donors and their commitment to championing art which reflects the fabric of our nation.

Values

Stewardship, collaboration, and integrity.

Founded in 1997, the National Gallery of Canada Foundation is an independent not-for-profit registered charity dedicated to achieving sustained private financial support for the Gallery. In 2009, the Foundation also launched the American Friends of the National Gallery of Canada to facilitate the support of art patrons living in the United States.

The Foundation celebrates philanthropy in the visual arts and its important role in nurturing creativity, inclusivity, accessibility and sharing the story of who we are as Canadians. We are a small but dedicated team of eight staff, who in turn support and catalyze the efforts of our passionate and committed board members and fundraising volunteers. We also work in collaboration with our Gallery colleagues to engage with donors.

To date, the NGC Foundation has raised more than \$70 million in financial contributions and has generated \$25 million in earned revenue from sponsorships, membership, and investment income. We are proud to have facilitated donations of art valued in excess of \$40 million and the establishment of more than 25 endowments and special project funds in support of research and acquisitions.

The NGC Foundation enjoys an active engagement with its donors, whose exemplary generosity has fostered the preservation, display, and understanding of a world-class collection of visual art. Key recognition categories include the *Distinguished Patrons of the National Gallery of Canada* for gifts of \$100,000 or more and the *Distinguished Business Leadership Circle* for unrestricted corporate philanthropic donations of \$150,000. We actively engage with this dynamic pan-Canadian and international *Distinguished Patrons* community, regularly benefiting from their financial support, ideas, engagement and ambassadorial representation of the Gallery and Foundation across the nation and beyond.

In 2024-25, the NGC Foundation raised over \$5 million. The generosity of our patrons and partners continues to fuel Gallery projects, including innovative programming, research, acquisitions, educational initiatives, and community engagement opportunities that are critical to the cultivation and preservation of the visual arts in Canada.

The Foundation focuses primarily on cultivating and receiving individual and corporate donations at the major gift level (above \$10,000) including an exceptional *Gallery Naming Opportunity* program for donations of \$1 Million and above. The Foundation also manages all corporate sponsorship above \$1 Million.



As the Gallery advances bold national and international priorities, private philanthropy is more critical than ever. From transformative initiatives like Canada’s presence at the Venice Biennale, to reimagining how the collection is experienced digitally and across the country, the Foundation is building the philanthropic engine to match this ambition. Looking toward the future, the Foundation remains steadfast in its commitment to building pathways toward connection that bolster the Gallery and its projects, including the burgeoning National Engagement Endowment and the Venice in Canada Endowment, which will fundamentally expand Canadians’ access to art.

NATIONAL ENGAGEMENT ENDOWMENT

National Engagement is a transformative initiative of the National Gallery of Canada, created to reimagine how a national museum connects with communities across the country. It serves as a strategic lever—building art bridges that span geography, language, and identity—and a reassertion of the Gallery’s core civic purpose: to bring great art to all Canadians.

The modern vision of this project is rooted in the Gallery’s mandate to develop, maintain, and share a national collection that reflects the country in all its complexity, and to do so both across Canada and on the international stage. Guided by four pillars, National Engagement builds community partnerships and transformative experiences across Canada through art by:

- Sharing knowledge and expertise
- Amplifying artistic voices
- Ensuring access to art
- Generating learning and engagement opportunities

A lineup of captivating projects are set to unfold in cities across Canada. From Whitehorse to Québec City, Saskatoon to Charlottetown, these initiatives span co-commissions, co-productions, programming, and loan collaborations.



A Variability Quantifier (The Fogo Island Red Weather Station), 2022. National Gallery of Canada, Ottawa. Purchased 2023.

National Engagement presents a way forward that will bring art to underserved communities across Canada, creating opportunities for education, community building, and the continued development of an expansive national collection that is accessible to all Canadians.

Once complete, the new National Engagement Endowment will form an indispensable base of funding to empower the National Engagement Department’s work to bring collaborative art initiatives to every province and territory by 2030.

VENICE IN CANADA

The Venice Biennale is the world’s most prestigious contemporary art event, serving as a vital platform for artistic and cultural exchange. Since 1952, Canada has officially participated in the Biennale, showcasing groundbreaking work by innovative artists.

Canadian artistic representation in Venice depends upon the support of donors who recognize the critical importance of both cultural diplomacy and our national participation in the global artistic conversation.



Since 2013, the National Gallery of Canada Foundation has led an ambitious fundraising strategy that financed the restoration and ongoing maintenance of the Canada Pavilion and continues to fund its transformation into an extraordinary art exhibition biannually.

The emerging Venice in Canada Endowment Fund is designed to ensure that Canada's Venice Biennale exhibitions come home, allowing Canadians to see internationally acclaimed works, and related programming, at museums and galleries across the country.

With the completed Canadian Artists in Venice Endowment in place to secure Canada's artistic representation in Venice, and the assurance of a superbly restored and maintained exhibition space, the time is right to broaden our focus to bolstering access to these artists and their projects for all Canadians, on our home cultural stage.



*Installation view of the exhibition Kapwani Kiwanga: Trinket, 2024, Canada Pavilion, 60th International Art Exhibition –La Biennale di Venezia. Commissioned by the National Gallery of Canada and supported by the Canada Council for the Arts.
© Kapwani Kiwanga / Adagp Paris / CARCC Ottawa 2024.
Photo: Valentina Mori)*



The Canada Pavilion in Venice, Italy, underwent a major \$3-million restoration in May 2018. An important architectural landmark in the Giardini di Castello, the traditional site of the International Art and Architecture Exhibitions of the Biennale.

ADDITIONAL INFORMATION

[National Gallery of Canada Foundation website](#)

[National Gallery of Canada website](#)

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BOARD OF DIRECTORS & GOVERNANCE

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Jim Gogan, *Treasurer*
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Glen Bloom
Aynsley Cockshott
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Anouchka Freybe

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Devinder Gill
Lisa Melchior
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KEY RESPONSIBILITIES

Major Gift Leadership

- Develop and execute strategies to secure six- and seven-figure philanthropic investments.
- Build and manage a portfolio of major gift-level donors and prospects.
- Lead cultivation and solicitation strategies for major and principal gifts.
- Partner with the CEO on high-level donor engagement and closing strategies.
- Engage, manage, and support fundraising volunteers, leveraging relationships for major gift development.
- Develop strong working relationships with the NGC Leadership Team and managers from various departments seeking engagement and nurturing a culture of philanthropy across the organization.

Campaign Development & Readiness

- Lead development of the Foundation's major gift pipeline in support of future campaign priorities.
- Identify and cultivate lead and anchor gift opportunities.
- Align donor investment strategies with institutional funding needs.
- Contribute to the development of naming opportunities and philanthropic investment cases.
- Support engagement of Board, volunteer and NGC leadership in campaign-related efforts.
- Develop fundraising materials for major gift cultivation and solicitation needs.

Team Management

- Provide direct guidance, support, supervision, and annual performance reviews for direct reports.
- Promote a culture of collaboration, support, mentorship and continuous improvement, ensuring each team member has clear accountabilities and goals.



Partnership with Patron Programs

- Work in close collaboration with the Head, Patron Programs to identify patrons with leadership giving potential.
- Align cultivation strategies with patron engagement pathways.
- Support structured progression from participation to philanthropic investment.
- Ensure transitions from engagement to solicitation are coordinated and intentional.

Donor Progression

- Help define readiness for leadership giving in collaboration with Patron Programs.
- Lead philanthropic strategy once donors enter major gift pathways.
- Ensure appropriate cultivation, recognition, and stewardship are in place for all donors and prospects.
- Support long-term donor growth aligned with institutional priorities.

Strategic Collaboration and Representation

- Collaborate closely with Gallery leadership to align funding priorities.
- Working closely with the Foundation CEO and the Head of Patron Programs, lead the development of multi-year strategic objectives and annual business plans for the major gift program.
- Collaborate across development functions to support integrated donor strategy.
- Regularly reports to the CEO on revenue progress, identifying and mitigating risk and capitalizing on opportunities.
- Regularly evaluates major gift program effectiveness and efficiency, introducing new strategies and course-correcting to deliver best results.
- Contribute to campaign planning and long-term philanthropic growth initiatives.
- Represent the Foundation in donor-facing environments.
- Participates as a Foundation representative on Gallery committees as assigned by the CEO.
- Acts as a senior representative of the NGC Foundation at external functions as required.

Strategic Stewardship Alignment

- Partner with Patron Programs to ensure meaningful engagement for major donors.
- Align stewardship approaches with philanthropic growth objectives.
- Support recognition strategies appropriate to leadership-level investment.

QUALIFICATIONS AND COMPETENCIES

- Significant progressive experience in major gifts fundraising.
- Demonstrated success securing high-value philanthropic investments.
- Experience supporting or leading capital or comprehensive campaigns.
- Strong interpersonal and communication skills, with the ability to build meaningful relationships with prospects, donors, colleagues, volunteers, staff and other partners.
- Experience leading and mentoring a fundraising team, fostering growth, performance, and success.
- Ability to work effectively with senior leadership and volunteer leaders.
- Strategic thinking combined with strong execution capability.
- Bilingualism (French and English) is an asset.
- Experience in arts and culture is valued but not required.
- Ability to work occasional weekends or evening hours.
- Occasional travel (domestic and international) is required in this position, thus a valid passport is needed.



BIOGRAPHIES



Lisa Turcotte – Chief Executive Officer, National Gallery of Canada Foundation

Lisa Turcotte is the Chief Executive Officer of the National Gallery of Canada Foundation, where she leads philanthropic strategy and donor engagement in support of one of Canada’s premier cultural institutions. With more than two decades of progressive leadership experience across the Foundation and the National Gallery of Canada, Lisa has played a pivotal role in advancing fundraising, patron engagement, stewardship, and special events initiatives.

Since joining the Foundation in 2015, she has held several senior leadership roles, including Head, Patron Services and Events, Director, Major Gifts and Stewardship, and Executive Director, before being appointed CEO in 2022. Known for her deep commitment to Canadian arts and culture, Lisa brings extensive expertise in relationship-building, philanthropy, and organizational development.



Ann Bowman – Chair, National Gallery of Canada Foundation

Ann’s experience reflects a broad range of executive leadership roles over 25 years, including Vice Chair – RBC Enterprise Strategic Client Group as well as Head of RBC Private Banking Canada.

Ann began her career with RBC in 1986 in Toronto. She was appointed Vice President of Business Banking for the Greater Toronto Region in 1998, and in 2000, became Vice President of Strategy for Canadian Banking. During her career, she has held numerous senior leadership roles including leading technology transformation and channel strategy. She was also responsible for managing RBC’s commercial client relationships and portfolios during her tenure as the Regional Vice

President for Ontario North & East Region.

Ann is bilingual and holds a Baccalauréat en sciences économiques from the Université Laval, an MBA from Queen’s University and has completed all three levels of the CFA program (AIMR).

As well, Ann has dedicated her expertise to a number of organizations and is the past-chair of the Ontario Chamber of Commerce. She currently serves on the Board of The Bentway and has also served on the Boards of the Women’s College Hospital Foundation, Sunnybrook Health Sciences Centre and Foundation and Peggy Baker Dance Projects.

