



POSITION TITLE: Senior Manager, Individual Giving
POSITION TYPE: Full Time
START DATE: Immediate
SALARY RANGE: \$70,000-80,000
POSTING: July 2026

THE ORGANIZATION & THE OPPORTUNITY

Canadian Stage is one of the country's leading not-for-profit contemporary performing arts organizations. Sharing high-calibre work from Canada and across the world, the company stages an annual season across four Toronto venues, including its beautiful heritage building on Berkeley and Front Street, in the vibrant St. Lawrence Market neighbourhood.

In its long and storied history, Canadian Stage has employed thousands of artists and produced hundreds of new productions to over 5,000,000 audience members, including the premieres of 350+ new Canadian works. Many of the plays developed by Canadian Stage have been awarded and nominated for Canada's most prestigious literary and performing arts honours, including Governor General's, Chalmers, and Dora Mavor Moore Awards.

This is an exciting opportunity to join a growing Development team at a moment of organizational strength. For an emerging fundraising professional looking to grow as a front-line relationship manager, this role offers the opportunity to own and lead Canadian Stage's individual giving program while working closely with senior leadership, volunteers and engaged patrons.

ABOUT THE POSITION

Reporting to the Vice-President, Development, the Senior Manager, Individual Giving leads Canadian Stage's individual giving program, with responsibility for cultivating, soliciting, stewarding and growing annual donors and leadership annual donors up to and including mid-level giving circles.

The successful candidate will manage the Patron's Club and Producer's Club programs, develop strategies to increase donor retention and upgrades, and build meaningful long-term relationships with supporters.

The position is a front-line fundraising role that combines relationship management with strategic planning, performance tracking and collaboration across the organization. The successful candidate will also play an important role in donor events, board engagement and identifying future major gift prospects.

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CanadianStage.com

Hugh Clark, Chair
Brendan Healy, Artistic Director
Monica Esteves, Executive Director

KEY RESPONSIBILITIES

Individual Giving Strategy & Portfolio Management

- Lead the strategy, planning and growth of Canadian Stage's individual giving program.
- Manage a portfolio of annual and leadership annual mid-level donors and prospects.
- Develop and implement acquisition, renewal, upgrade and stewardship strategies.
- Conduct donor meetings, theatre visits and cultivation activities throughout the year.
- Identify prospective donors and develop strategies to move supporters through the giving pipeline toward major gifts.

Planning, Reporting & Performance

- Prepare annual revenue plans and budgets for the individual giving program.
- Track fundraising performance against revenue targets.
- Maintain accurate portfolio records, forecasts and reports.
- Contribute to departmental planning and reporting.

Board & Volunteer Engagement

- Support board members in identifying, cultivating and stewarding prospective donors.
- Assist with donor cultivation opportunities involving board members and volunteers.

Events & Donor Experiences

- Lead the planning of Patron's Club and Producer's Club events.
- Serve as a host at opening nights, cultivation events and stewardship activities.
- Partner with colleagues to deliver exceptional donor experiences before, during and after performances.

QUALIFICATIONS

- Minimum 5+ years of progressive fundraising experience.
- Demonstrated success managing donor portfolios and achieving fundraising goals.
- Excellent interpersonal, communication, and relationship-building abilities
- Experience working with boards, volunteers, senior leaders, and donors
- Direct experience with managing giving circles would be considered an asset
- Experience with Tessitura or similar CRM systems
- Passion for the arts and a commitment to the mission of Canadian Stage

POSITION DETAILS

Compensation & Benefits

The salary range for this position is \$70,000–80,000 CAD, commensurate with experience and competencies. Canadian Stage offers a competitive benefits package including extended health and dental benefits, life insurance, matching group RRSP, and a flexible hybrid work environment.

Work Environment

This is a full-time permanent position based in Toronto with an expectation of 2–3 days per week in the office, plus attendance at performances, donor meetings and occasional evening/weekend events.

Application Process

Canadian Stage invites applications from qualified candidates interested in this opportunity. Applications should include a cover letter outlining interest in the role and relevant experience, along with a current résumé. Please combine materials into a single PDF and submit by email to HR@canadianstage.com.

Applications should be submitted by August 4, 2026, and will be reviewed on a rolling basis until the position is filled.

Canadian Stage is committed to creating an inclusive and diverse workplace where all voices are valued. We deeply value diverse perspectives and encourage applications from qualified individuals from all cultures, ethnicities, genders, sexual orientations, and abilities. These experiences are essential to enriching our work and strengthening our community.

All qualified persons are encouraged to apply; however, Canadians and permanent residents of Canada will be given priority. While we thank all candidates for their interest, only those short-listed will be contacted.