

Senior Development Officer, Major Gifts & Campaigns

The Aga Khan Museum connects cultures and communities through the arts. The Museum's mission is to spark wonder, curiosity, and understanding of Muslim cultures and their connection with other cultures through the arts.

The Toronto-based museum promotes pluralism through art, storytelling, and enlightened encounters across cultures. Using traditional and contemporary art as well as performing arts as a force for positive change, the Museum's vision is to impact lives and contribute to more inclusive and peaceful societies. The Museum acts as a global learning hub, playing a unique and pivotal role in building connections between people and communities locally, nationally, and internationally.

Purpose of Position

Reporting to the Director, Development, the Senior Development Officer, Major Gifts & Campaigns is a dynamic and driven fundraiser focused on building long-term authentic relationships with donors who are passionate about the Museum's mission. They will be responsible for generating annual revenue towards the Museum's strategic priorities through building and managing a portfolio of major gift donors and prospects. In this role, they will also develop creative strategies to solicit new prospects, grow existing donor relationships and identify new opportunities for revenue diversification. The Senior Development Officer, Major Gifts & Campaigns will be instrumental in supporting special initiatives, creating meaningful opportunities to help shape some of the Museum's most exciting and ambitious fundraising priorities.

Working collaboratively across the Development team and the wider organization, they will help drive the Museum's philanthropic initiatives and advance its vision of building more peaceful and inclusive societies.

Key Responsibilities

Donor Portfolio Management

- Independently manage a portfolio of major gift donors, through cultivation, solicitation, and stewardship.
- Proactively identify and qualify new prospects, leveraging volunteer networks, research tools, and creativity to continuously build and strengthen the team's pipeline.
- Build and deepen donor relationships to drive gift growth and donor passion for the Museum's mission over time.
- Identify and pursue opportunities for revenue growth including corporate sponsorship, foundation and gala support.
- Maintain portfolio records, including moves management and all related CRM work.

Campaign & Portfolio Support

- Support the Director on campaign and prospect priorities through preparing compelling donor proposals, briefing notes, and presentations.
- Support the Director in the planning and execution of campaigns and special initiatives including volunteer management and administrative work.
- In collaboration with the Stewardship team, develop cultivation and stewardship strategies including events in Canada and internationally.
- Conduct prospect research and contribute to the development of cultivation strategies for major gift prospects across the team's portfolios.

Team Collaboration

- Contribute to the execution of the department's annual plan for revenue growth and diversification.
- Work with colleagues across the Development team to strengthen the Museum's donor pipeline, cultivation strategies, and diversification efforts.
- Collaborate on team planning processes and contribute institutional knowledge across the portfolios.
- Support the team's overall fundraising priorities across the department.
- Any other tasks assigned by the line manager.

Qualifications & Experience

- University degree or an equivalent combination of experience in fundraising, preferably in the arts and culture nonprofit sector.
- Minimum four (4) years of professional experience in donor portfolio and relationship management at the major gift level, including identifying and cultivating new prospects, preferably in the arts and culture nonprofit sector.
- Proven track record of successfully soliciting and securing gifts from prospects and donors.
- Exceptional written and verbal communication, presentation, and interpersonal/relationship management skills, including experience working with volunteers.
- Result-oriented, with the ability to work both independently and collaboratively.
- Highly organized, detail-oriented, and accurate.
- Strong analytical and problem-solving skills with the ability to manage multiple priorities in a fast-paced environment.
- Experience with donor databases and CRMs, Tessitura is an asset.
- Ability to work flexible hours as required, including evenings and weekends, for events and meetings.
- Ability to travel nationally and internationally.
- Expressed interest in the mandate of the Museum.

This is a hybrid role requiring three days in-office (typically Tuesday–Thursday).

The salary range for this position is **\$75,000–\$90,000** per year, commensurate with experience.

To Apply

Please send your resume to akm.hr@akdn.org by **August 20, 2026**.

The Museum thanks all those who apply; however, only shortlisted candidates will be contacted. Please note that the Museum is an equal opportunity employer and is committed to fair and accessible employment practices. Upon request, suitable accommodations are available under the Accessibility for Ontarians with Disabilities Act for applicants invited to an interview. The Museum encourages applications by individuals identifying as Indigenous peoples, racialized persons/persons of colour, persons with disabilities, women, 2SLGBTQ+ persons, members of visible minorities and/or anyone belonging to equity-deserving groups.