

## Liver Canada

### Senior Manager, Corporate and Leadership Giving (Maternity Leave Contract)

---

**Posted On:** September 10, 2026

**Closing On:** October 5, 2026

---

**Location:** Remote (Canada)

**Employment Type:** Full-Time, 13-Month Contract (Maternity Leave Coverage)

**Contract Term:** November 2026 –December 2027 (anticipated)

**Salary Range:** \$65,000 - \$72,000 per annum (or updated salary if applicable)

---

**Website:** <https://liver.ca/>

---

## About Liver Canada

Founded in 1969 as Canadian Liver Foundation by a group of doctors and business leaders concerned about the increasing incidence of liver disease, Liver Canada (LC) was the first organization in the world devoted to providing support for research and education into the causes, diagnoses, prevention, and treatment of all liver disease.

We resonate as the anthem for liver health, uplifting millions of Canadians on every twist and turn of their health journey. Whether it's a day of challenge or celebration, we stand unwaveringly by their side. Our community health programs are not just ventures but visions of hope, and our innovative research seeks to craft a tomorrow free from liver disease. The fuel behind our mission? Teamwork, dedication, and a vision for constant evolution. We are an innovative team, shaping change through close collaborations, internally and with partners. We are committed to develop our people professionally and individually. Our conducive work environment and culture empowers our people to stay healthy and well.

## About this Opportunity

Liver Canada is seeking an experienced fundraising professional to join our team for a **13-month maternity leave contract**, beginning **November 2026** and concluding **December 2027**.

This position will maintain and advance an established portfolio of corporate partners, major donors, foundations, and grant opportunities while providing continuity for several strategic initiatives currently underway. The successful candidate will build upon existing fundraising strategies, steward key donor relationships, manage a robust grant pipeline, and work collaboratively across departments to achieve organizational fundraising goals.

Reporting to the Vice President, Fund Development, this role is ideal for a strategic relationship builder who enjoys balancing frontline fundraising with planning, analysis, stewardship, and cross-functional collaboration.

The successful candidate may work remotely from anywhere in Canada. A hybrid work arrangement is available for candidates located within the Greater Toronto Area.

## **Role Responsibilities**

### **Corporate Partnerships & Leadership Giving**

- Develop and implement annual and multi-year fundraising strategies to grow revenue from corporate partners, major donors, foundations, and leadership giving.
- Steward and expand an established portfolio of approximately 150 leadership giving relationships, including individual donors, corporate partners, pharmaceutical companies, and foundations.
- Identify, cultivate, solicit, and steward new leadership giving prospects while strengthening existing relationships.
- Expand corporate partnerships beyond the pharmaceutical sector by identifying opportunities within health, wellness, financial services, insurance, technology, food and nutrition, manufacturing, logistics, and other mission-aligned industries.
- Develop customized partnership proposals and sponsorship opportunities aligned with organizational priorities.

### **Foundations & Grant Management**

- Lead foundation prospect research and pipeline development using GrantConnect and other prospecting tools.
- Maintain and expand the organization's grant calendar, ensuring timely submissions, reporting requirements, and stewardship obligations are met.
- Develop, write, submit, and manage grant applications for national, regional, and community-based funders.
- Maintain grant tracking systems, proposal templates, and internal documentation to support long-term sustainability.
- Monitor grant outcomes and incorporate funder feedback into future applications.

### **Major Gifts & Moves Management**

- Manage all aspects of major donor cultivation, solicitation, stewardship, and relationship management.

- Coordinate moves management strategies across major donors, mid-level giving, corporate partnerships, and foundations to support donor progression and long-term engagement.
- Work collaboratively with internal stakeholders to identify donors demonstrating readiness for increased engagement or leadership giving opportunities.
- Promote Planned Giving opportunities through thoughtful donor conversations and stewardship where appropriate.

### **Stewardship & Donor Experience**

- Develop meaningful stewardship plans that strengthen donor retention and long-term engagement.
- Coordinate personalized stewardship communications, impact reporting, and donor recognition initiatives.
- Work with Marketing & Communications to develop donor-facing materials, stewardship campaigns, impact stories, and planned giving communications.
- Ensure corporate partners, foundations, and major donors receive timely reports demonstrating the impact of their support.

### **Strategy, Planning & Analysis**

- Support annual fundraising planning, budgeting, forecasting, and revenue analysis.
- Maintain fundraising dashboards and KPI reporting to monitor annual performance against revenue goals and support organizational forecasting.
- Analyze fundraising trends and recommend strategies to improve revenue growth and donor engagement.
- Utilize geographic, program, and donor data to identify funding opportunities and strengthen proposals.
- Develop and maintain fundraising systems, documentation, and internal processes that support operational efficiency and continuity.

### **Collaboration**

- Work closely with Programs, Marketing & Communications, Finance, and Fund Development colleagues to align fundraising opportunities with organizational priorities.
- Assist in developing fundraising materials including proposals, case for support documents, presentations, stewardship reports, and donor communications.
- Support leadership with strategic fundraising initiatives and special projects as required.

### **Current Strategic Priorities**

The successful candidate will continue implementation of several strategic initiatives currently underway, including:

- Diversifying corporate partnerships beyond the pharmaceutical sector.
- Expanding national, regional, and community foundation funding.
- Managing and growing Liver Canada's grant pipeline and grant calendar.
- Expand Liver Canada's Planned Giving program through coordinated donor stewardship, targeted communications, and relationship-based engagement.
- Strengthening coordinated moves management across major donors, mid-level giving, corporate partnerships, and foundations.
- Utilizing geographic and program data to strengthen fundraising strategy and proposal development.
- Enhancing stewardship through impact reporting and donor communications.

### **Qualifications**

- Post Secondary Degree or Diploma in relevant field.
- Minimum five years of progressive fundraising experience in leadership giving, including major gifts, corporate partnerships, and foundations.
- Demonstrated success securing significant philanthropic gifts and managing complex donor relationships.
- Experience writing successful grant proposals and managing foundation relationships.
- Strong understanding of moves management, donor stewardship, and fundraising strategy.
- Experience with donor management systems such as Blackbaud Raiser's Edge or equivalent CRM.
- Excellent project management, planning, organizational, and analytical skills.
- Outstanding written and verbal communication skills, with superior attention to detail and accuracy.
- Ability to manage multiple priorities and deadlines while working independently in a remote environment.
- Proficiency with Microsoft Office applications.
- Flexibility to accommodate occasional donor meetings, events, and travel as required.
- Bilingualism (English/French) is considered an asset.

### **Other Personal Attributes**

- Passion for Liver Canada's mission and alignment with our values: All Embracing, Compassionate, Authentic, and Transformative.
- Strategic thinker with strong relationship-building skills.

- Self-motivated, resourceful, and highly organized.
- Strong judgment and problem-solving abilities.
- Collaborative team player with exceptional interpersonal skills.
- Excellent attention to detail.
- Professional, responsive, adaptable, and committed to continuous improvement.

### **Benefits of Employment**

- Ability to work remotely with flexible working hours
- Three weeks of vacation.
- Summer Hours program featuring four extended long weekends between Victoria Day and Labour Day.
- Twelve sick/personal days annually (non-bankable).
- Paid Easter Monday, National Day for Truth and Reconciliation, and Remembrance Day, in addition to statutory holidays.

Applications (cover letter and resume) to be emailed to Jen Grimshaw [jgrimshaw@liver.ca](mailto:jgrimshaw@liver.ca)

We thank all applicants for their interest; however, only those selected for an interview will be contacted.

*Liver Canada is an equal opportunity employer committed to diversity, equity, and inclusion. We welcome applications from all qualified candidates, including persons with disabilities, Indigenous peoples, racialized persons, newcomers, and individuals of all gender identities and sexual orientations. Accommodations are available throughout the recruitment process in accordance with the Human Rights Code and AODA.*