

Senior Manager, Partnership Development

Hope and Healing International



forever
Christian

Job title:	Senior Manager, Partnership Development
Terms of employment:	Full-Time, Salaried 18-Month Contract (February 1, 2027 to July 31, 2028)
Salary range:	\$105,000–\$120,000
Location:	Richmond Hill, Ontario
Business address:	1600 16 th Avenue, Unit 1, Richmond Hill, Ontario, L4B 4N6
Report to:	Chief Marketing and Development Officer
Direct Reports:	2 Partnership Development Officers and 1 Medical Partnerships & NCR Officer

The opportunity

We are seeking a senior fundraising professional to lead our major gifts program and help strengthen a disciplined, relationship-driven approach to philanthropy. This is an opportunity to guide donor strategy, coach a talented frontline team, manage a selective portfolio, and lead our annual gala as both a fundraising and donor engagement initiative.

The Senior Manager will also provide people leadership and strategic oversight to the leads responsible for non-cash resources and grant coordination. These portfolio leads retain responsibility for day-to-day execution and subject-matter expertise.

What you'll do

- Lead the execution and ongoing refinement of the major gifts strategy, including moves management, donor qualification, portfolio planning, cultivation, solicitation, and stewardship.
- Lead, coach, and support frontline fundraising staff, setting clear expectations and strengthening accountability, collaboration, and performance.
- Conduct regular portfolio and pipeline reviews with support from external partner to advance donor relationships, clarify next steps, and improve revenue forecasting.
- Manage a selective portfolio of major donors and strategic partners, working with the CMDO, Executive Director, and other leaders on priority opportunities.
- Lead the annual gala as a strategic fundraising and donor engagement event, including sponsorship, table engagement, execution, and follow-up.
- Provide management oversight and strategic support to the Medical Partnerships & NCR Officer while respecting their day-to-day ownership and expertise
- Partner with program, finance, marketing, operations, and leadership colleagues to shape compelling donor opportunities, proposals, stewardship reports, and cases for support.
- Strengthen CRM use, data quality, reporting, and consistent fundraising practices that support donor progression and sound decision-making.

Education requirements:

- Post-secondary education in fundraising, marketing, communications, business, or a related field, or an equivalent combination of education and experience.

What you'll bring

- A minimum of seven years of progressive fundraising experience, ideally including major gifts, philanthropy, or partnership development.
- Demonstrated success cultivating, soliciting, and stewarding significant donor relationships, including five- and six-figure gifts.
- Experience leading, coaching, and developing frontline fundraising professionals.
- A strong understanding of moves management, portfolio management, pipeline development, forecasting, and fundraising performance metrics.
- Strong strategic judgment and the ability to balance donor relationships, people leadership, execution, and competing priorities.
- Excellent written, verbal, and interpersonal communication skills, with the ability to collaborate effectively across teams and levels of leadership.
- Post-secondary education in fundraising, marketing, communications, business, or a related field, or an equivalent combination of education and experience.
- A commitment to Hope and Healing International's Christian mission, values, and statement of faith.

Working conditions and other requirements:

- Regular domestic and international travel is required, including travel to countries where we operate programs, develop partnerships, and engage donors and funding partners.
- Eligible to work in Canada and able to work from Ontario.
- Able to work occasional evenings or weekends
- Reliable access to transportation.
- Must be fully committed to the core values and mission of Hope and Healing International
- Committed to ensuring Hope and Healing International is a child- and adult-at-risk-safe organization

Why You'll Love Working at Hope and Healing International

- You will work shoulder to shoulder with people excited about changing the world for children with disabilities so they can go to school, play and thrive in their community.

- You can bring your faith to work – it makes for an awesome atmosphere.
- Flexibility and work-life balance are important to us, so we provide a hybrid work model (two work-from-home days each week for most roles) and remote work opportunities.
- We love spending time with friends and family, so we end work early on Fridays in the summer to allow our team to enjoy some fresh air and sunshine.
- We observe the National Day for Truth and Reconciliation with a day off and emphasize that the recognition and commemoration of the tragic and painful history and ongoing impact of residential schools is a vital component of the reconciliation process.
- Employees' wellbeing is our priority. We have ergonomic and comfortable workspaces/rooms, fitness reimbursement and an Employee Assistance Program (EAP).

A Great Place to Work

We are proud to have been certified as a Great Place to Work® for our third consecutive year, reflecting the supportive and cohesive culture we've built and for inspiring employees to do great work!

If this tempts you even a little bit and you meet the minimum requirements, let us set up a conversation.

Please forward your cover letter and resume in one PDF to hr@hopeandhealing.org by October 30, 2026

Only applications with cover letters will be considered

Hope and Healing International is a 'child-and-adults-at-risk-safe organization'. As a condition of employment, **successful candidates will be required to undergo Vulnerable Sector Screening.**

Hope and Healing International is an equal opportunity employer that is committed to diversity and inclusion in the workplace. Accordance with the Accessibility for Ontarians with Disabilities Act (AODA), Hope and Healing International strives to ensure that all recruiting processes are accessible. If you require an accommodation, please advise HR in advance of attending the interview.

Only candidates selected for an interview will be contacted. All other applicants are thanked for their interest.

At Hope and Healing International, we value a human-centred approach. No AI tools are used in our recruitment process; our staff personally reviews every resume to ensure each candidate's unique skills and experiences are considered.