







Position Profile

Manager, Fundraising

Toronto and Region Conservation Authority

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FOR MORE INFORMATION

KCI Search + Talent has been retained to conduct this search on behalf of Toronto and Region Conservation Foundation for more information about this opportunity, please contact Jody Jacobson, Senior Search Consultant, KCI Search + Talent by email at TRCA@KCITalent.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 **November 29, 2026**.

TRCA is an equal opportunity employer. We embrace diversity and are committed to creating an inclusive workplace. Our goal is to attract, develop and retain highly talented employees from diverse backgrounds, allowing us to benefit from a wide variety of experiences and perspectives. In accordance with the Ontario Human Rights Code, Accessibility for Ontarians with Disabilities Act, 2005, and TRCA Policies, accommodation will be provided at any point throughout the hiring process, provided the candidate makes their accommodation needs known to the TRCA. We welcome applications from all qualified persons.

The salary range for this position is $117,000 - $135,000 based on experience, plus a comprehensive compensation and benefits program (including Defined Benefit Pension Plan – OMERS/OTPP).

This role offers flexibility to work according to a hybrid model, working at least 2 days/week in the office, in addition to anchor days required for events or board meetings.

This posting is for a current vacancy. Artificial intelligence will not be used to screen resumes nor assess candidates in this search

Manager, Fundraising

THE OPPORTUNITY

This is an opportunity to help shape one of the largest urban linear parks in Canada. The Meadoway is transforming 16 kilometres of hydro corridor in Scarborough into a thriving ribbon of meadow, trails and habitat that connects downtown Toronto to Rouge National Urban Park. Backed by a landmark partnership between TRCA, the City of Toronto and Weston Family Foundation, it is already reshaping how people across the region experience nature in the city. Now, Toronto and Region Conservation Foundation is looking for a Manager, Fundraising to help take it to the next level.

As the lead fundraiser, the Manager will drive the major gift strategy that accelerates The Meadoway's evolution into a world-class ecological corridor, while advancing TRCA's broader mission. The Manager will build and manage a portfolio of high-capacity individuals, corporations and foundations, securing five and six-figure investments, multi-year commitments and corporate partnerships that fuel priorities like large-scale meadow restoration, active transportation infrastructure, community engagement and climate-resilient greenspace.

The new Manager will be a strategic relationship builder who will cultivate a sustainable pipeline of major and transformational donors ready to champion The Meadoway for years to come. Working closely with the Senior Leadership Team and Foundation Board members, the Manager will engage top-tier donors and represent The Meadoway at donor meetings, community gatherings and signature events.

Reporting to Jenifer Moravek, Senior Manager, Strategic Business Planning and Performance, the Manager will join an organization recognized as one of Greater Toronto's Top Employers and Canada's Greenest Employers for 2026. They will work alongside leading experts in conservation and sustainability, as part of a team guided by the values of integrity, collaboration, accountability, respect and excellence. Most of all, they will see the impact of their work every day, in the meadows, trails and communities they help bring to life.

This is a contract position for the duration of two years, with the possibility of extension.

ABOUT TORONTO AND REGION CONSERVATION AUTHORITY

Since 1957, Toronto and Region Conservation Authority (TRCA) has worked to protect and enhance the natural environment of the Toronto region and the communities that depend on it. One of 36 Conservation Authorities in Ontario, TRCA operates under the provincial *Conservation Authorities Act* and is widely regarded as the provincial leader in conserving, restoring and managing natural resources to support safe and sustainable development.

As the region's first line of defence against natural hazards, TRCA protects people, property and land from the impacts of flooding and increasingly extreme weather, which is Ontario's leading cause of public emergencies. It maintains vital infrastructure and delivers programs and services that promote public health and safety, while bringing a science-based approach to the policy advice it provides. As a not-for-profit operating in the broader public sector, TRCA is uniquely positioned to drive collective impact across communities and all levels of government.



TRCA's jurisdiction spans nine watersheds and their Lake Ontario shorelines: Carruthers Creek, Don River, Duffins Creek, Etobicoke Creek, Highland Creek, Humber River, Mimico Creek, Petticoat Creek and Rouge River.

ABOUT TORONTO AND REGION CONSERVATION FOUNDATION

Toronto and Region Conservation Foundation (TRCF) is the fundraising partner of Toronto and Region Conservation Authority. Working alongside TRCA, the Foundation raises funds to protect the region's natural treasures, preserve its cultural heritage and build healthy, resilient communities through meaningful conservation campaigns and sustainability projects.



Over the past five years, TRCF donors have contributed more than $15 million to conservation efforts across the region. With more than four million people living within two kilometres of the greenspaces the Foundation helps protect, and more visitors arriving every year, its mission has never been more important.

ABOUT THE MEADOWAY PROJECT

The Meadoway is transforming a 16-kilometre stretch of underused hydro corridor in Scarborough into one of Canada's largest urban linear parks. Launched in 2018 as a partnership between TRCA, the City of Toronto and the Weston Family Foundation, the project has become a signature naturalization initiative for the region.

The Meadoway grew out of the Scarborough Butterfly Trail, a trail and meadow restoration project in the Gatineau Hydro Corridor supported through the Weston Family Parks Challenge in 2013. Building on that success, the Weston Family Foundation pledged up to $25 million to help bring The Meadoway to life.

Stretching from the Don River Ravine to Rouge National Urban Park, The Meadoway provides a safer, more natural route between downtown Toronto and the eastern edge of the city. It links seven river systems, 15 parks, 13 neighbourhoods, 100 hectares of meadow and more than 1,000 species of flora and fauna, while connecting schools, businesses, hospitals and community destinations across Scarborough. As it matures, the corridor is blooming into a rich meadow habitat filled with wildflowers, birds and butterflies at a scale never before seen in Toronto. Beyond restoring biodiversity and connecting people to nature, The Meadoway serves as a model for urban restoration projects across the country.

ADDITIONAL INFORMATION

Toronto and Region Conservation Foundation (TRCF)
Toronto and Region Conservation Authority (TRCA)
TRCA Governance
TRCA Governance Reports
TRCF Publications and Reports
TRCA Mission, Vision, Values
Jurisdiction and Participating Municipalities
Conservation
Outdoor Education
TRCA Awards and Certifications
Events

Toronto and Region Conservation Foundation Board of Directors
Pat Koval, Chair
Joanne Hyde, Secretary
Dave Barton, Chair, TRCA Board of Directors
Christie DeBolt
Wendy Evans
John MacKenzie
Vitumbiko Mhango
Raymond Nicolini
Natasha Ouslis
Ed Postrozny
Anil Wijesooriya

KEY DUTIES AND RESPONSIBILITIES

Strategy

- Develop and implement a comprehensive major gift strategy, plan and budget for The Meadoway, aligned with TRCA and TRCF's strategic priorities and annual revenue objectives.
- Build a diversified major gift program that engages individuals, corporations and private and family foundations, including corporate partnerships and sponsorships.
- Work closely with Senior Leadership Team (SLT), TRCF Board members, and senior management to develop and execute strategies for top-tier donor cultivation and solicitation.
- Represent TRCA and TRCF at donor meetings, community engagements, and select signature events to elevate philanthropic visibility.

Fund Development

- Build and steward a portfolio of high-capacity individual, corporate and foundation donors and prospects with the potential to give $100K+. Starting from a strong base of grants and sponsorships, identify opportunities to deepen corporate relationships into philanthropic partnerships, and draw on the extensive networks of TRCA and the Foundation to cultivate a new pipeline of supporters.
- Lead the cultivation, solicitation, and closure of five- and six-figure gifts, including multi-year pledges, blended gifts, and corporate sponsorships.
- Develop and monitor annual revenue forecasts and pipeline projections, and measure and report on key performance indicators, including donor retention, upgrades, pipeline movement and solicitation results.
- Develop a deep understanding of The Meadoway and TRCA's broader priorities and work in collaboration with the broader Strategic Business Planning and Performance team, the Communications team, and The Meadoway project team to develop high-quality proposals, impact reports, cases for support, and stewardship materials.
- Achieve annual fundraising targets and major gift objectives, while managing costs and optimizing return on investment.



QUALIFICATIONS AND COMPETENCIES

- Progressive experience working in a fundraising position with a successful track record of cultivating, securing and stewarding major gifts at the five- and six-figure gift level.
- Comprehensive understanding of major gift strategy and fundraising principles, donor lifecycle management, and fundraising best practices.
- Proven ability to identify and cultivate support for new philanthropic opportunities.
- Strong critical thinking skills to evaluate donor opportunities, assess capacity and interest, and determine strategic approach.
- Experience engaging and supporting senior volunteers and leadership as active partners in donor strategy management.
- Excellent written and verbal communication skills with the ability to tailor ideas, proposals, and project status to a range of audiences.
- Proven ability to prioritize and manage multiple high-value donor relationships simultaneously, prioritizing effectively amid shifting workloads and competing deadlines.
- Proficiency with donor management systems (ideally Blackbaud Raiser's Edge).
- Valid Ontario class G2 driver's license preferred.



ORGANIZATIONAL CHART

Strategic Business Planning & Performance (SBPP)

