

POSITION PROFILE

Director of Advancement, Humanities, Social Sciences & Campaign

McMaster University

PHC

PRESTON HUMAN CAPITAL GROUP

Position Overview

Organization:	McMaster University
Title:	Director of Advancement, Humanities, Social Sciences & Campaign
Reports To:	Associate Vice President, Pan-University Advancement (Faculties & Units)
Team:	Five
Location:	Hamilton, ON. This role is hybrid in nature with 3 days in person per week, inclusive of donor activity. It is understood that the Director will routinely travel to meet donors and engage with alumni and key partners.
Compensation:	Hiring range: $118,078 - $154,829 (salary band N)

Is This You?

You are a collaborative fundraising leader who thrives on partnering with academic leaders to advance philanthropic priorities. The opportunity to lead fundraising across McMaster's Faculties of Humanities and Social Sciences excites you, as does the chance to engage with Canada's brightest minds, learn about their work, and translate compelling ideas into philanthropic opportunities.

A natural connector, you see the bigger picture and recognize opportunities to align priorities, build shared momentum, and maximize impact. You are strategic, curious, and well prepared, using data and thoughtful listening to identify opportunities and make informed decisions.

You view your relationships with the Deans as true partnerships, bringing the insight and leadership needed to unlock each faculty's philanthropic potential. You understand what it takes to deliver an exceptional donor experience and thrive on the strategy, relationship-building, and pipeline development required to secure transformational gifts of $1M+.

You enjoy leading and coaching a high-performing advancement team and are energized by the opportunity to help shape and deliver McMaster's next major campaign. With campaign experience and a collaborative leadership style, you are ready to contribute to the university's broader advancement strategy and fundraising success.

If this sounds like you, read on.

The Organization

About McMaster University

Founded in 1887, McMaster University is a research-intensive public university. McMaster is dedicated to advancing human and societal health and well-being. McMaster is ranked in the world's Top 80 publicly funded universities by the Times Higher Education (THE) World University Rankings.

With a total student population of more than 33,000, McMaster welcomes students from 120 countries as well as Canada. Home to more than 70 research centres and institutes, McMaster University is comprised of the six faculties of Business (DeGroote School of Business), Engineering, Health Science, Humanities, Science, and Social Sciences. McMaster's 30-acre main campus, located in the Westdale neighbourhood of Hamilton, Ontario, is comprised of 300 acres of scenic property at the western end of Lake Ontario, between Toronto and Niagara Falls. McMaster University also has three other regional campuses: Burlington, Kitchener- Waterloo, and Niagara.

Faculty of Humanities

The Faculty of Humanities comprises over 150 full- and part-time faculty researching and teaching in eight departments and two interdisciplinary programs. Over 3,000 undergraduate, Masters and PhD students from across Canada and around the world are enrolled in our programs. They join the many thousands who have graduated from humanities programs at McMaster since its establishment in 1887.

An institution's declared vision is a good indicator of its deepest values and strongest aspirations. The vision of our Faculty is centered on excellence in research, teaching, and creative practice Of course, visions are nothing without achievements. McMaster Humanities' achievements are everywhere: from the research and scholarly activities of our Faculty to the intellectual and social engagement of our students at McMaster and in the wider world. Learn more here.

Faculty of Social Sciences

The Faculty of Social Sciences comprises over 200 full and part time faculty and staff members researching and teaching in twelve departments. We're also home to over 4,000 undergraduate and graduate students.

Our mission is to ask challenging questions, pursue understanding, and work with others to create a more sustainable, just society. We pursue inclusive excellence in our research, education, and service, on campus and beyond, by engaging with diverse peoples, perspectives and ways of knowing. Learn more here.

Advancement at McMaster University

McMaster's vibrant student experience, world-class research, and community engagement are empowered by the support of thousands of alumni and donors who also believe strongly in McMaster. Together, McMaster's donors and alumni help make the university what it is today and help nurture the next generation of leaders in our world.

The Advancement leadership team provides overall strategic leadership and direction in the areas of fundraising; developing and building partnerships; and engaging with donors, alumni and stakeholders. The Advancement team also plays a critically important role in advancing McMaster's strategy, in support of McMaster's ambitious vision, in partnership with the academic and administrative leaders across the University. The Advancement team has a centralized/decentralized structure, with strategies established and coordinated centrally, along with some programs and services (e.g. Annual Giving, Leadership Giving, Principal Giving, Corporate Giving, Estate Giving & Legacy Planning, Stewardship, overarching Alumni programs, Research & Prospect Analytics, and Gift Processing services), whereas other programs and services are delivered 'locally' through decentralized, dedicated Development and Alumni staff embedded within the faculties and units.

Leadership

Lili Litwin, Vice President, University Advancement



Lili Litwin joined McMaster on June 1, 2023, as McMaster's new Vice-President, University Advancement.

As a leading Canadian advancement expert, Litwin has worked across the research, hospital, charitable and university sectors. In addition to serving as executive director of Advancement at the Rotman School of Management at the University of Toronto, she spent five years as president of the St. Michael's Foundation at St. Michael's Hospital

and Providence Healthcare, Unity Health Toronto. In both roles, she led fundraising campaigns that surpassed their goals, developed strong and diverse advancement teams, and liaised with academic partners on governance and donor stewardship.

Lili graduated from York University with a B.Ed. Her earlier work experience includes time as Vice- President of Development at the Canadian Centre for Diversity and with ONEXONE, a non-profit organization dedicated to improving the lives of children in health and education.

Ashley Downey, Associate Vice-President, Pan-University Advancement (Faculties and Units)



Ashley joined McMaster in May 2024. As an experienced fundraising leader with 15+ years delivering impact within the philanthropic sector, Ashley brings a wealth of experience and strategic leadership to McMaster University Advancement team. Joining from her previous role as Associate Vice-President at St. Michael's Hospital Foundation, where she worked for 10 years, she has consistently delivered exceptional results, leading critical portfolios including principal and major gifts and planned giving at St. Michael's.

Her career is marked by a series of successes in driving major fundraising campaigns and fostering collaborative relationships with donors, volunteers, and organizational leaders. Ashley's expertise extends beyond healthcare, having made significant contributions to fundraising efforts at the Royal Ontario Museum and with Peacock Philanthropic Council Inc.

Ashley holds a Bachelor of Social Sciences in Political Science and Women's Studies from the University of Ottawa and a Graduate Certificate from Humber College in Fundraising and Volunteer Management.

Dr. Sean Corner, Acting Dean, Faculty of Humanities



A professor in the Department of Greek and Roman Studies, Acting Dean Sean Corner has been at McMaster since 2004. Prior to becoming acting dean, he was the Faculty's associate dean of undergraduate studies for seven years, where he led the development of the Faculty's innovative Skills for Life certificate as well as key cross-faculty programs. Dr. Corner's research focuses on the political society and culture of Archaic and Classical Greece, and he holds an undergraduate degree in Ancient and Modern History from the University of Oxford, and an MA and PhD in Classics from Princeton University.

Jeremiah Hurley, Dean, Faculty of Social Sciences



Jeremiah Hurley is Dean of the Faculty of Social Sciences; a professor and former Chair in the Department of Economics; a member of the Centre for Health Economics and Policy Analysis, and a member of the Department of Health Research Methods, Evidence, and Impact (HEI), all at McMaster University. His research on the economics of health and health care systems includes physician behaviour, funding models and resource association in health care, public and private roles in health care financing, financial incentives in health systems, equity in health systems, normative frameworks in health economics, and the application of experimental economic methods in health research. He has published in leading health economic, health policy, and health services research journals and has acted as a consultant to regional, provincial, national and international agencies. He is the author of the Canadian health economics textbook, Health Economics (McGraw-Hill Ryerson).

The Position

The Director of Advancement, Humanities, Social Sciences & Campaign is an established leadership role at McMaster University, responsible for advancing philanthropy across the Faculties of Humanities and Social Sciences. Working in partnership with both Deans, the Director will identify funding priorities, develop compelling cases for support, and lead major gift fundraising in collaboration with faculty advancement teams. They will lead an established team of advancement professionals, recruit for vacancies, and grow annual fundraising revenue across both faculties toward a target of $10M.

In addition to faculty fundraising, the Director will lead philanthropic efforts for the Civic Pillar of McMaster's upcoming university-wide campaign. As the lead academic partners for this pillar, the Faculties of Humanities and Social Sciences will build on the breadth of their research and the momentum of Red Wilson's transformational $50M gift establishing the Wilson College of Leadership and Engagement. Together, they are helping McMaster develop Canada's most important civic leadership program, equipping students with the history, mindset, character, and leadership skills to reshape our civic culture.

As the subject matter expert and lead solicitor for the Civic Pillar, the Director will contribute to campaign planning alongside University Advancement leadership and build the philanthropic partnerships needed to realize its ambitions. They will manage a comprehensive advancement portfolio, champion alumni engagement, and pursue

opportunities that advance McMaster's research and educational priorities. The Director will personally focus on securing gifts of $250K+, partnering with senior University Advancement leadership on complex gifts of $1M+ involving multiple stakeholders. Experience fundraising within a campaign is highly valued.

Success in this role will depend on collaborative, strategic leadership. Balancing the priorities of two faculties with a university-wide campaign pillar requires a creative fundraiser who can build strong relationships, listen deeply, and foster a shared culture of philanthropy and teamwork. This opportunity will appeal to an intellectually curious leader with a genuine interest in the liberal arts and the impact of the humanities and social sciences.

As a senior leader within McMaster's integrated University Advancement team, the Director will embody the shared values of Quality, Respect, Service, Strategy, and Teamwork in advancing the University's vision and mission.

Key Duties and Responsibilities

Advancement Leadership

- Lead fundraising strategy on behalf of two faculties – Humanities and Social Sciences, inheriting a team who are embedded within each faculty and implementing fundraising plans, pipeline development, stewardship plans and initiatives, and strategies to increase revenue for each faculty
- Lead fundraiser for the civic pillar of the upcoming McMaster University campaign. The two faculties are leading the civic pillar of the campaign
- Foster a culture of collaboration, integration, and service
- Demonstrate a commitment to equity, diversity, inclusion, and indigeneity through leadership, encouraging inclusive behavior and practices
- Work alongside both Deans to translate their strategic plans into clear funding priorities
- Collaborate with senior faculty leadership and the Associate Vice President, Pan-University Advancement (Faculties & Units) to create advancement plans that align with academic priorities, building a compelling vision and case for support for major and principal gifts
- Partner with University Advancement's senior leaders to set goals and objectives, including
  annual professional development plans for continuous improvement and change readiness
- Work with both Deans to establish volunteer support who can champion advancement among their networks
- Develop and implement plans with clear short- and long-term priorities for

university revenue- generating campaigns
- Provide expertise and guidance as part of the senior administration/operational leaders group as required
- Manage both faculty's Advancement budget allocation, ensuring resources are prioritized to meet university objectives and outcomes
- Work with University Advancement and faculty Advancement teams on prospect identification – with an emphasis on alumni, and on prospective donors outside of the McMaster 'ecosystem' who would be interested in supporting research objectives of each faculty, e.g., housing policy, arts and culture, digital impacts on society and culture, etc
- Monitor campaign and fundraising progress, recommending changes as needed, and reviewing solicitation strategies
- Develop and maintain in-depth knowledge of each faculty's research and teaching activities, needs, and priorities, matching them with potential supporters' interests
- Collaborate with University Advancement to support major gift announcements, events, stewardship requirements and related activities
- Represent the faculties at relevant community and University events, locally, nationally and internationally
- Promote a culture of philanthropy

Team Leadership

- Oversee human resources activities for direct reports, including recruiting, onboarding, goal setting, performance management, development, and engagement initiatives.
- Motivate and mentor a team of development professionals; and be a collegial and collaborative colleague, offering leadership and support to colleagues across University Advancement, faculties and units.
- Attend University Advancement meetings to update on individual and team activities and stay informed on development activities.
- Work with University Advancement to plan and execute McMaster's next comprehensive Fundraising Campaign. Play the lead role in executing campaign strategies for the Faculties of Humanities and Social Sciences and the civic pillar by designing, implementing, and managing development activities related to the campaign

Relationship Development

- Assist University Advancement's senior leaders in engaging the President, Vice Presidents, senior university leadership, and volunteers in cultivating and soliciting principal gift supporters, ensuring appropriate briefings and follow-up actions
- Collaborate with McMaster's Vice-Presidents, Deans, University Advancement and volunteer leaders to identify and qualify new major gift supporters and develop engagement strategies

- Liaise with the Vice-President of University Advancement, academic leadership, and advancement leaders on fundraising initiatives, including joint solicitation strategies and shared gifts
- Identify, cultivate, and solicit support from a portfolio of prospects, donors and alumni, collaborating with senior academic leaders, senior Advancement leadership, and key volunteers to increase engagement and financial investment

Administrative

- Ensure compliance with fundraising and revenue generation policies and procedures
- Responsible for the allocation of advancement budget within the faculty's and accountable to ensure resources are allocated and prioritized to meet University objectives and short and long-term outcomes
- Timely update and report activities on the donor database (Ellucian Advance Web)

Qualifications & Competencies

- Proven track record in securing and closing $1M+ and complex donations and partnerships
- Successful experience in major giving fundraising, preferably in post-secondary or complex organizations
- Committed to equity, diversity, inclusion, and indigeneity, applying this lens to fundraising leadership, strategy, and tactics
- Experience leading and managing high-performing, donor-centered development professionals
- Expertise in attracting and maintaining donor and supporter relationships
- Donor-centered, goal-oriented, with a reputation for integrity and transparency
- Comfortable and credible working with senior academic leaders, donors, and volunteers
- Competent in understanding Canadian tax legislation and the philanthropic landscape
- Able to work at high strategic levels, gaining and maintaining trust, and translating strategy into action
- Experienced in staffing, supporting, and partnering with senior leaders on fundraising visits
- Superior skills in critical analysis, judgment, decision-making, and relationship-building
- Visionary with strategic thinking and a creative, entrepreneurial mindset
- High initiative, tact, and diplomacy
- Effective in a complex organization valuing collaboration, individuality, and

creativity
- Quickly develops a deep understanding of a research-intensive University's mission
- Superior communication and interpersonal skills; skilled in writing proposals and development materials
- Strong administrative skills in human resources, volunteer, and budget management, with financial acumen and comfort with data analytics
- Proficient with computers and relational donor databases (Advance)

Working at McMaster

At McMaster, you will find a community of talented individuals who are inspired by the University's Mission and the sense of purpose this mission brings. It is through these talented individuals, their creativity and drive for results that McMaster University has earned its reputation as being Canada's "most innovative" University.

Leaders in The Management Group (TMG) are vital contributors to McMaster's renowned culture of creativity, innovation and excellence. They demonstrate the value they place on their leaders with a highly competitive total rewards package featuring compensation, well-being, growth and inclusion provisions.

McMaster University strives to embody the values of integrity, quality, inclusiveness and teamwork, and has a strong commitment to employment equity. Building an inclusive community with a shared purpose is something that McMaster University prioritizes. They believe it is important for their workforce to reflect the diversity of their students and community. The diversity of their workforce is at the core of their innovation and creativity and is a key area that strengthens their research capabilities and teaching excellence.

Compensation & Benefits

To learn more about the total rewards available to the successful candidate, please access McMaster's **interactive guide** with a summary of the compensation, benefits, retirement income, work life, development and career opportunities, and performance and recognition provisions offered at McMaster. To further explore the extensive total rewards program, detailed information can be accessed through the links throughout the guide. The hiring range for this position is $118,078 - $154,829 (salary band N,)plus a performance pay bonus eligibility of up to 10% of base salary, along with an excellent **benefits package**.

Application Instructions

Preston Human Capital Group is leading this search in partnership with McMaster University. If you would like to apply, please send your CV and cover letter to **Diane Elliot (diane@phcap.ca) by November 25, 2026, at 5pm ET.** Accommodation is available on request for candidates taking part in all aspects of the selection process. If you require any accommodation, please notify Preston Human Capital Group. We thank you in advance for your interest. Only qualified candidates will be contacted.

The University seeks qualified candidates who share their commitment to equity and inclusion, who will contribute to the diversification of ideas and perspectives, and especially welcomes applications from indigenous (First Nations, Métis or Inuit) peoples, members of racialized communities, persons with disabilities, women, and persons who identify as 2SLGBTQ+.

McMaster University is located on the traditional territories of the Haudenosaunee and Mississauga Nations and within the lands protected by the “Dish With One Spoon” wampum agreement. The diversity of their workforce is at the core of their innovation and creativity and strengthens their research and teaching excellence. In keeping with its Statement on Building an Inclusive Community with a Shared Purpose, McMaster University strives to embody the values of respect, collaboration and diversity and has a strong commitment to employment equity.