Job title	Senior Development Officer, Signature Events & Partnerships
Department	Community Giving & Operations
Reports to	Manager, Signature Events & Partnerships
Salary range	$74,700 - $83,000
Job type	Full-Time, Permanent, Hybrid working 2-3 days per week
Location	Toronto, Ontario
Posting period	Thursday, November 12, 2026

The opportunity

Are you motivated by the chance to help all young people in Canada access mental health support and Feel Out Loud at Kids Help Phone (KHP)?

Reporting to the Manager, Signature Events & Partnerships, the Senior Development Officer helps grow fundraising revenue and engagement for Kids Help Phone Foundation's signature events, including BMO Walk so Kids Can Talk. The role develops participant and sponsorship strategies, manages corporate partner relationships, analyzes fundraising performance, and collaborates with internal and external stakeholders to deliver exceptional event experiences and drive impact. It'll take courage, collaboration, innovation, resilience and trust.

If you're interested in giving more young people's feelings a place to go with KHP Foundation, you can explore this opportunity today.

The responsibilities

Peer-to-Peer Fundraising & Participant Engagement:

- Support the development and execution of peer-to-peer fundraising strategies for BMO Walk so Kids Can Talk and other fundraising initiatives.
- Drive participant recruitment, activation, retention, and fundraising performance through engagement and stewardship strategies.
- Build relationships with participants, team captains, and corporate teams, providing coaching and support to help achieve fundraising goals.
- Monitor campaign performance and recommend actions to optimize fundraising results and participant experiences.

Corporate Sponsorship Development & Relationship Management:

- Manage and grow a portfolio of event sponsors, corporate partners, and prospects.
- Identify, secure, renew, and steward sponsorship opportunities to achieve revenue and engagement targets.
- Develop customized sponsorship proposals, presentations, and partnership opportunities.
- Build strong relationships with corporate stakeholders to drive long-term engagement and increased investment.

Sponsorship Activation & Stewardship:

- Lead sponsorship fulfillment and activation, ensuring all partner commitments are delivered successfully.
- Coordinate sponsor recognition, employee engagement opportunities, and event activations.
- Develop stewardship and impact reports that demonstrate partnership value and outcomes.

Signature Event Planning & Execution:

- Lead assigned workstreams for Kids Help Phone Foundation's signature fundraising events, including BMO Walk so Kids Can Talk.
- Collaborate with internal teams, vendors, volunteers, and community partners to deliver exceptional event experiences.
- Provide onsite event support and contribute to post-event evaluation and continuous improvement initiatives.

Fundraising Performance & Reporting:

- Track and analyze fundraising performance, participant engagement, and event metrics.
- Provide reporting, insights, and recommendations to support fundraising strategy and decision-making.
- Support revenue forecasting, campaign planning, and the identification of growth opportunities and emerging trends.

Required Skills & Experience

- Min 5 years of progressive experience in peer-to-peer fundraising, fundraising events, corporate sponsorship, partnership development, or related fundraising roles.
- University or college degree in fundraising, event management, business, marketing, communications, or a related field, or an equivalent combination of education and experience.
- Demonstrated experience securing and managing corporate sponsorships and partnerships, including proposal development, stewardship, and fulfillment.
- Experience developing and executing peer-to-peer fundraising strategies, including participant activation, fundraising coaching, stewardship, retention, and supporter engagement.
- Experience planning and executing fundraising events, including managing timelines, budgets, stakeholders, and event deliverables.
- Strong organizational and project management skills, with the ability to proactively manage multiple priorities, adapt to changing circumstances, and deliver results in a fast-paced environment.
- Demonstrated ability to analyze fundraising and engagement data, identify trends, and make recommendations to support fundraising performance, participant growth, and event success.
- Excellent written and verbal communication skills, including proposal writing, presentations, and stakeholder communications.
- Strong interpersonal skills and demonstrated ability to build and maintain effective working relationships with sponsors, volunteers, donors, vendors, and internal stakeholders.
- Advanced proficiency in Microsoft 365, including Word, Excel, PowerPoint, Outlook, and SharePoint.
- Experience using Raiser's Edge NXT or a comparable CRM and a p2p fundraising database (e.g. Raisin, Funraisin or Luminate).
- Comfort leveraging AI tools and emerging technologies to improve efficiency, streamline workflows, support decision-making, and strengthen team effectiveness.
- Willingness and ability to attend evening and weekend events and travel as required.
- Valid driver's license & Fluency in French is considered a strong asset

Don't meet every qualification listed? Studies often report that equity-deserving people are less likely to apply for jobs unless they meet every requirement. KHP Foundation is dedicated to building a more diverse, inclusive and authentic workplace, so if you're excited about this role, but your experience doesn't align with every qualification, we welcome you to apply anyway. You may have the qualifications / experience for this role or other opportunities at KHP Foundation.

The application process
To apply for this opportunity, you can tap the "Apply" button on this page and follow the on-screen instructions.

About KHP Foundation
KHP Foundation inspires generosity and raises funds across Canada to deliver on KHP's promise to youth. KHP Foundation helps ensure every supporter's contribution gives more young people's feelings a place to go wherever they are — from coast to coast to coast. Donors to KHP Foundation unlock the hope young people need to thrive in their world by scaling access to support, advancing equity and accelerating innovation so youth can always Feel Out Loud and get trustworthy help for any feeling or issue, big or small. Help now at KidsHelpPhoneFoundation.ca.

Inclusion, Diversity, Equity and Accessibility (IDEA)
KHP Foundation has a role to play in effecting social change and advancing equity. This is why the practice of IDEA is critical to us. We believe everyone who interacts with us deserves to feel empowered to bring their authentic selves to an environment of mutual respect. An open and diverse community can foster inclusion and amplify voices that have been, and continue to be, underrepresented.

As such, we welcome applicants from equity-deserving communities, including Indigenous Peoples, racialized persons, persons with disabilities, women, 2SLGBTQI+ individuals and more. We strongly believe that alleviating the underrepresentation of equity-deserving groups will help create a stronger KHP Foundation so young people across Canada can express all their thoughts and feelings.

Accommodations
KHP Foundation welcomes applications from people living with disabilities. Reasonable accommodations are available upon request during any phase of the application / hiring process. If you're contacted about an opportunity, you can reply and let us know if you require accommodations at any time.

Compensation and benefits
Salaries at KHP Foundation are determined by candidate experience, qualifications and specific skill sets, as well as market and operational considerations. Benefits at KHP Foundation may include:

- Hybrid work model
- Comprehensive employee benefits program
- Emergency travel assistance
- CAAT Pension Plan
- Wellness programs
- Recognition awards
- Employee and Family Assistance Program (EFAP)

Candidate verification
KHP Foundation will ask the successful candidate for this opportunity to complete a background screen, which may include criminal, credit, employment and educational checks. All offers of employment are conditional on the receipt of satisfactory results of any applicable check.

Privacy
KHP Foundation cares about your privacy. We're required to save select information about opportunities, applications and interviews for set periods of time. To learn more, you can explore KHP Foundation's privacy policy or contact us using our general form.

Message to agencies
KHP Foundation doesn't accept unsolicited phone calls, referrals and / or resumes from any source other than directly from candidates. KHP Foundation won't consider unsolicited phone calls, referrals and / or resumes from vendors including and without limitation, search firms, staffing agencies, fee-based referral services and recruiting agencies. The submission of unsolicited referrals and / or resumes by anyone other than a candidate directly to KHP Foundation is deemed gratuitous. KHP Foundation won't be obligated or bound in any way to pay a referral or any other fee if a person referred to us from a source other than a direct candidate is subsequently hired.