

JA SWO



Director of Philanthropy

JA HAS BEEN A DRIVING FORCE IN
CREATING LEADERS, ENTREPRENEURS
AND BUSINESSES THAT HAVE
FUELLED THE CANADIAN ECONOMY
FOR MORE THAN 60 YEARS.

Exciting New
Career Opportunity
Hiring Now!



JA
South Western
Ontario

Member of
JA Canada

Director of Philanthropy

Global Philanthropic Inc. (Canada) has been retained to conduct this search on behalf of JA South Western Ontario (JA SWO). For more information about this opportunity, please contact **Gabriella Catolino, Senior Consultant**, by email at **g.c@globalphilanthropic.ca**. All inquiries and applications will be held in strict confidence. **Please send a resume and letter of interest to the above email address to apply.** The position will remain posted until filled.

About Junior Achievement South Western Ontario

JA's Programs and Services support the boundless potential of youth. They create opportunities for them to explore this potential through hands-on learning. JA equips young people with employment and entrepreneurship skills and the mindsets they need to succeed. By building abilities and nurturing self-belief, JA prepares youth for future work and to become financially capable adults.

Initially formed in 1919, Junior Achievement is now one of the world's most prominent youth-serving NGOs. JA prepares young people for employment and entrepreneurship, delivering hands-on, experiential learning in work readiness, financial health, and entrepreneurship. Reaching more than 10 million young people last year, JA is one of few organizations with the scale, experience, and passion for building a brighter future for the next generation of innovators, entrepreneurs, makers, and managers.

The Opportunity

Junior Achievement South Western Ontario is passionate about its work in support of tomorrow's leaders. As such, they are looking for an experienced Director who is equally enthusiastic about their mission. This role is for you if you understand the importance of JA's work in driving change in the communities it serves. JA SWO serves the counties of Essex, Chatham-Kent, Lambton, Elgin, Middlesex, Oxford, Huron, Perth, Bruce, Grey, Wellington, Waterloo, Brant, Hamilton, Haldimand-Norfolk, and Niagara.

The selected candidate will be a valuable Senior Management Team member with the skill set and drive to help grow the organization and increase donorship throughout the year.

JA seeks a collaborative, strategic, and results-oriented fundraiser to join the organization as Director of Philanthropy. The position leads the fundraising-focused team, with one direct report, and one indirect report. Reporting to the President & CEO, the Director is responsible for developing, implementing, and managing fundraising strategic plans and activities that account for approximately **\$1 million per year** in revenue.

The Director is responsible for the individual donor, major gift, foundation, corporate, and event-based fundraising initiatives, and partnerships, as well as relevant volunteer and membership management strategies and systems. The Director will contribute to a JA SWO organization-wide mandate, goals, and objectives and will be a champion for the mission and programs. A skilled relationship manager able to navigate complex and nuanced relationships, the incumbent will leverage existing connections and forge new partnerships, building resonance and loyalty that drives philanthropic support.

This role is a unique opportunity for a self-motivated leader to build on previous successes, drive growth, and scale philanthropy programs to ensure long-term sustainability.

The salary range for this position is \$60,000 - \$80,000, with a comprehensive benefit plan.

Responsibilities

LEADERSHIP, STRATEGY AND TEAM MANAGEMENT

- Develop the strategy to identify, cultivate, and steward partners, to raise restricted and unrestricted funds for JA South Western Ontario.
- Lead and ensure the successful delivery of signature fundraising and stewardship events (i.e., Golf Tournaments, London & District Business Hall of Fame, Waterloo Region Entrepreneur Hall of Fame), achieving financial and stewardship goals.
- Lead, manage, develop, and evaluate the resource development team in a manner that fosters an exceptional workplace culture.

PARTNERSHIP DEVELOPMENT & ACCOUNT MANAGEMENT

- Implement the annual approved resource development plan, ensuring all targets, components, and JA and funder requirements, are met with excellence.
- Lead business development efforts to ensure prospects are moving through the cycle.
- Grow and build a pipeline of new prospects and opportunities that create meaningful partnerships.
- Oversee all aspects of partner relationships, including prospecting, solicitation, grant reporting, stewardship, and communicating results.
- Prospect, solicit and steward select partner relationships.
- Create, implement, and monitor annual department performance, including revenue and expense projections and evaluation metrics.
- Research potential sponsors and donors and prepare sponsorship packages.
- Collaborate with Program staff to understand team goals, ensure funding is sourced where and when needed, develop reporting, provide donor stewardship and recognition.

COLLABORATION AND REPORTING

- Collaborate with the President & CEO, and senior management to develop and assess strategic and operating plans, including budgets.
- Act as primary resource development liaison with other charters and JA Canada, participating in national groups and initiatives as feasible.
- Provide input to reports and prepare briefings for senior management and the Board of Directors, participating in meetings and committees as required.
- Partner with the Program team to develop and expand partnership offerings aligned with JA South Western Ontario's strategic plan.
- Cultivate a system of best practices for data collection and reporting via JA South Western Ontario's CRM platform,
- Ensure appropriate use and recognition of donor/partner funds.
- Represent JA South Western Ontario at community events, as required.

Key Competencies

- Progressive fundraising leadership experience (5-10 years) with proven results in delivering successful donor development strategies.
- Demonstrated track record of success in cultivating, soliciting, and stewarding individual, corporate, and foundation prospects.
- Demonstrated success in building and retaining a high-performing team, including recruiting, coaching, managing, and inspiring staff.
- Exceptional interpersonal and relationship-building abilities.
- Excellent communication skills, including superior verbal, written, and presentation skills.
- Knowledge of financial, legal, and regulatory requirements of a non-profit organization.
- Knowledge of Southwestern Ontario and the charitable sector is beneficial.
- Proficient in using Microsoft Office Suite and donor database management systems such as Raiser's Edge or Salesforce.
- Completion of post-secondary education. Graduate of a fundraising program or CFRE designation an asset.
- Flexibility to work outside normal business hours, as required.
- Valid driver's license and use of personal vehicle, as some regional travel is expected.

JA SWO is an Equal Opportunity Employer

JA SWO is an equal-opportunity employer committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment based on race, colour, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or other characteristics.

JA SWO makes hiring decisions based solely on qualifications, merit, and business needs at the time.

Timeline

This position will remain open until filled.



My experience with Junior Achievement amidst the pandemic has been nothing short of fantastic. Although we have not been able to meet in person and produce physical products, I found the online experience actually opened new doors for innovation that I never even thought were possible before the switch.

– Student, JA Virtual Company Program