

Position Title: Senior Development Officer

Reports To: Director of Development & Communications

Location: Flexible for the right candidate among Toronto, Vancouver, or Montreal

Organizational Profile:

Partners In Health (PIH) is a global health organization relentlessly committed to improving the health of the poor and marginalized. PIH partners with local governments to build capacity and works closely with impoverished communities to deliver high-quality health care, address the root causes of illness, train providers, advance research, and advocate for global policy change. In a world too willing to value one human life over another, PIH stands in solidarity with the destitute, the marginalized and the sick. We pursue a moral mission within a medical context: to provide the best health care to those who need it most. Partners In Health Canada (PIHC) works in partnership with care delivery sites including in Haiti, Lesotho, Liberia, Malawi, Mexico, Peru, Rwanda, and Sierra Leone.

The Opportunity:

You will be responsible for bringing new donors into PIH Canada through prospect research and cultivation strategies, and will manage a portfolio of existing donors with a mandate to deepen engagement and grow revenue. If you are an experienced major gift fundraiser with a track record of success who believes the following things, we'd love to hear from you:

- Health is a human right. Delivering on that right for people who have been systematically excluded from it is social justice work at its finest. This work can't happen without resources...and that's where you come in.
- There is a special kind of excitement that comes from making people feel as good about their philanthropy as you feel about the organization you're representing.
- If you're asked to prioritize either interpersonal skills or organizational skills as more important for this position, the only right answer is "both."
- An underdeveloped portfolio is an outsized opportunity.
- Fundraising is a team sport.

Our Ideal Candidate:

- Has minimum 7-10 years of experience in fundraising/business development roles and a track record of developing new relationships and raising five- and six-figure gifts in health, academic, and/or international development sectors
- Has the ability to effectively and passionately engage and inspire a wide variety of audiences both orally and in writing. French language skills are a significant asset

- Is detail and systems-oriented, with experience using Salesforce or other CRM software
- Has proven ability to use metrics to drive development decisions and achieve strategic objectives
- Understands development best practices and has the ability to apply them in innovative ways to identify, qualify, cultivate, solicit and steward major gift donors
- Develops and sustains relationships with colleagues, donors and partners in diverse settings from a position of humility and generosity

Note: If you do not meet all the above criteria but still believe you are the perfect fit for this role and for Partners In Health Canada, we encourage you to apply and let us know why!

Compensation

Compensation will depend on experience and market within a range of \$80,000 – \$95,000. We offer a flexible and hybrid work schedule, a health and dental benefits package, professional development and learning, and the opportunity to collaborate and grow with a diverse global team deeply committed to equity and social justice. Applicants must be legally eligible to work in Canada.

Application Instructions:

Please send CV and cover letter to hrcanada@pih.org with ‘Senior Development Officer’ in the subject line by Nov 7, 2022. Applications without a cover letter will not be considered. Applications will be reviewed on a rolling basis until the position is filled.

We thank all applicants but regret we will be unable to respond to all submissions. We request that you do not follow up on your application with a phone call or email. We will contact only those candidates selected for interviews and thank you for your understanding.

Commitment to Diversity and Accessibility

Partners In Health Canada is committed to equal opportunity and equal treatment for every prospective and current employee. We value diversity in the workplace and believe our work is stronger when it benefits from the experience and knowledge of a diverse team. People with disabilities, women, Indigenous peoples, members of racialized groups and members of other marginalized communities are encouraged to apply. Partners In Health Canada is also committed to developing an inclusive, barrier-free selection process and work environment. If contacted in relation to a job opportunity, please notify us as soon as possible of any adaptive measures you might require. Information received relating to accommodation measures will be addressed confidentially.