



Director, Corporate and Community Partnerships

THE OPPORTUNITY

North York General Foundation (NYGF) is seeking an accomplished leader and fundraiser as its Director, Corporate and Community Partnerships to be a key partner in executing our new comprehensive campaign. NYGF is gearing up for a historic period of growth including investment in teams across the organization. The Director, of Corporate and Community Partnerships will lead and support a significant revenue-generating strategy as the organization looks towards the next campaign to support our capital expansion.

The Director of Corporate and Community Partnerships will serve as a key member of the leadership team at North York General Foundation and will contribute to the organization's strategies, plans and successes. You will lead and inspire our corporate, cause marketing, special events and community event partnerships fundraising teams. Your vision and ability to foster meaningful relationships with corporations will be essential in securing strategic partnerships, raising funds and driving the overall growth of the Foundation. This is an exceptional opportunity to lead a dynamic team, shape our partnership strategy and make a real difference in the lives of individuals and the community we serve.

The Director, Corporate and Community Partnerships will guide a team of fundraisers in identifying, cultivating, soliciting and stewarding prospects and donors, overseeing and attending events in support of the NYGF and rallying the overall community's support of NYGH. Reporting to the Chief Development Officer, this role will have a unique opportunity to provide leadership, develop strategy, and drive NYGF towards greater success in the next planned campaign.

This is an exciting time to join NYGF as we drive towards the future, build the NYGH brand in collaboration with the hospital, and invest in volunteer leadership who are committed to the transformational change the hospital is undertaking in order to serve the ever-growing and diverse community of North York and beyond.

ABOUT US

North York General Foundation's mission is to raise and steward funds that enable North York General Hospital (NYGH) to deliver exceptional health care to our growing and diverse community. Exceptional care requires exceptional support. At North York General Foundation, we know this to be true, which is why we are grateful to every one of our supporters who understand the central role that NYGH plays in caring for our community. The Foundation supports the hospital's most urgent needs, including upgraded equipment, technology and new care environments. We look beyond the needs of the day to day and seek to invest in programs and infrastructure that will transform how our hospital delivers care and how this improved care can be replicated and scaled across Canada.



North York General Hospital is proud to be

- Top community academic hospital in Canada, one of the top 5 hospitals in Canada, and one of the top 100 in the world (Newsweek)
- Top performer in Ontario in wait times
- Pioneer in people-center care
- At the forefront of digital health and named among the world's best smart hospitals
- Top choice for medical education
- Trailblazers in quality of care and patient safety
- Leader in applied research with five Research Chairs North York General Hospital is a leading community academic hospital serving a population of nearly 500,000 in one of Toronto's most diverse and rapidly growing areas.

North York General Hospital is a leading community academic hospital serving a population of nearly 500,000 in one of Toronto's most diverse and rapidly growing areas. The hospital provides a wide range of acute care, ambulatory, and long-term care services across seven sites. In addition to having one of the busiest Emergency Departments in the GTA and one of the highest volume single-site birthing centres in Canada, the hospital is wellrecognized for clinical excellence including breast cancer and colorectal cancer care, family medicine, children's mental health, palliative care, and geriatrics. NYGH also owns and operates a 192-bed long-term care (LTC) home, the Seniors' Health Centre (SHC), which is known for leading-practice, seniors-focused care. Beyond health care delivery, NYGH is at the forefront of applied research in Canada and is a top destination for learners.

NYGH is known for:

- Labor & Delivery:** One of the busiest single-site birthing centers in Ontario
- Family Medicine:** Among the largest family medicine departments in Canada
- Emergency Department:** One of the busiest in Ontario with the shortest wait times
- Cancer:** Canada's only accredited breast cancer program
- Seniors' Care:** Building one of the largest long-term care centers in Ontario
- Mental Health:** Leader in mental health for youth, adults and seniors across four sites

For more information about North York General Hospital and its Foundation, please visit:

- [North York General Hospital](#)
- [North York General Foundation](#)
- [Foundation Board of Governors](#)
- [Covid-19 Response](#)
- [Annual Reports and Financial Statements](#)
- [Ways to Donate](#)



KEY DUTIES & RESPONSIBILITIES

Strategy & Leadership

- Participate in short-term and long-term planning with the Chief Development Officer (CDO) and Senior Leadership Team.
- Work closely with the fundraising team to ensure that fundraising activities are aligned with strategic priorities of the Foundation and Hospital;
- Build, develop and maintain effective and mutually beneficial partnerships with key stakeholders to facilitate ongoing awareness and support to raise funds.
- Alongside the Senior Leadership Team, lead the development of annual and multi-year operational and financial plans for Corporate and Community Partnerships that align with the overall Foundation's business plans;
- In collaboration with the Directors and teams, optimize processes and structure to increase overall efficiency and accountability, while enhancing overall performance and revenue growth. Develop and lead a diverse, talented, and high-performing team.
- Commitment to both personal and team professional development.
- Support the fundraising teams' efforts to achieve annual revenue targets and key performance indicators by providing strategic support, problem-solving, and the resources needed to succeed.
- Foster synergy between the corporate, cause and community partnerships fundraising team and the broader fundraising team to maximize fundraising efforts, create meaningful connections with our communities that advances our mission.
- Serve as a mentor and resource to team members within the team and to colleagues outside of the team;
- Support and contribute to a positive organizational culture.

Fundraising

- Develop an overarching vision for the fundraising portfolios to drive innovative fundraising and growth, in collaboration with the CDO, the Senior Leadership Team, and other key stakeholders.
- Provide strategic leadership and create a cohesive strategy to align the corporate, cause and community event partnerships portfolios to drive cross-functional collaboration and opportunities.
- Oversees the development of multi-year fundraising plans to grow the current revenue stream by implementing ambitious plans to unleash the passion of corporate and community networks through innovative fundraising approaches including leveraging digital platforms, technologies and strategies to effectively reach and engage donors.



- ❑ Foster a culture of data-driven decision making to inform strategic choices and analysis to monitor progress, identify areas for improvement and drive organizational success.
- ❑ Build and manage personal portfolio of key corporate and community partners to achieve personal revenue targets.
- ❑ Build strong relationships with diverse communities and organizations to foster collaboration and cohesion.
- ❑ Provide leadership in the management and execution of Foundation-led and Community-led events.
- ❑ Serve as a spokesperson and ambassador for the Foundation at community and corporate events, to communicate appreciation, need, and impact.
- ❑ Drive growth in the Foundation's three special events through increasing sponsorship and participation.

QUALIFICATIONS & COMPETENCIES

- ❑ Progressive leadership in philanthropy, ideally within a hospital, education, or other similarly complex setting.
- ❑ A minimum of 7-10 years of progressive roles in fundraising, or equivalent corporate experience, with experience in building corporate relationships and managing events.
- ❑ Provide track record securing gifts from corporate donors, including sponsorship, philanthropic giving, employee giving, and cause marketing, with expertise in all aspects of fundraising including pipeline development, cultivation and solicitation of significant gifts.
- ❑ Demonstrated success in building and retaining a high performing team to achieve fundraising goals by inspiring, developing and mentoring staff and building future leaders.
- ❑ Possess well-developed community building acumen and cultural competencies that contribute to your understanding, skill and appreciation of working with a variety of community groups.
- ❑ Experience in supporting and/or managing event logistics.
- ❑ Excellent oral, written and interpersonal communication skills with the ability to inspire diverse audiences and encourage greater engagement.
- ❑ High emotional intelligence enabling the best conditions for strong relationships and trust within the Foundation and Hospital, with donors and leadership volunteers.
- ❑ Proficiency with donor databases and systems and a commitment to the importance of a data driven culture.
- ❑ Passion for health care philanthropy, North York General Hospital, and its leadership role in the Greater Toronto Area.

Salary Range: \$120,000-\$150,000 plus benefits and HOOPP pension



FOR MORE INFORMATION

All inquiries and applications will be held in strict confidence. Interested candidates should send their resume and letter of interest to foundationcareers@nygh.on.ca no later than November 28, 2023.

The target compensation for this role is \$120,000-\$150,000. We also offer an industry-leading pension plan (HOOPP), and an excellent benefits package.

Foundation staff enjoy the flexibility of a hybrid work model working in the Foundation office located at 4001 Leslie St with an expectation to be in the hospital offices at least 2 days per week.

At North York General Foundation, we are committed to fostering an inclusive and accessible environment. We are dedicated to building a workforce that reflects the diversity of the community in which we live, including those with disabilities. North York General Foundation is committed to providing accommodations in all parts of the hiring process. If you require accommodation, we will work with you to meet your needs.

Proof of full COVID-19 vaccination is a requirement of all NYGF staff except for those with an approved medical or human rights exemption.