



## THE OPPORTUNITY

We are seeking an experienced, relationship-driven **Associate Director, Philanthropy (Major Gifts)** to join our growing Major Gifts team. This newly created role is designed to expand our frontline fundraising capacity and help unlock the significant philanthropic potential within our community including opportunities to work with grateful patients and the clinicians who inspire their giving.

North York General is entering an unprecedented period of transformation, including the doubling of its campus and a \$400M+ campaign – the largest and most ambitious philanthropic effort in the hospital's history. As the Foundation prepares for this landmark expansion, the Associate Director, Philanthropy will play a pivotal role in identifying and engaging major gift prospects, advancing donor relationships, and delivering the revenue required to bring this vision to life.

Reporting to the Director, Philanthropy, the Associate Director will manage a personal portfolio of donors and prospects with potential between \$50,000-\$500,000 and opportunistically up to \$1 million. The ideal candidate is a seasoned, self-directed fundraiser with exceptional relationship-building skills and a proven track record of independently cultivating, soliciting and closing major gifts. They will execute major gift strategies developed by the Director and Chief Development Officer, driving revenue and advancing the Foundation's priorities through frontline donor engagement.

This role is ideal for someone who thrives in a dynamic, donor-facing environment, enjoys working closely with donors and clinical leaders, and is energized by the opportunity to play a critical role in the Foundation's growth mandate. The Associate Director will be a driven contributor to North York General's philanthropic growth, helping fuel momentum, close major gifts, and shape the organization's long-term fundraising success.

## ABOUT US

North York General Foundation (NYGF) raises and stewards philanthropic support that enables North York General (NYG) to be Here for Life for its growing and diverse community. Exceptional care at every stage of life requires exceptional support, and NYGF is proud to partner with donors who recognize the vital role NYG plays in caring for people through life's defining moments.

NYG is entering one of the most ambitious and exciting periods in its history. Recognized by Newsweek as Canada's #1 community hospital for seven consecutive years, the hospital serves nearly 500,000 people in one of Toronto's fastest growing and most diverse regions. As the community ages, grows, and evolves, so too must NYG's care environments and models of service, making philanthropic investment more urgent than ever.

The Foundation supports both the hospital's most pressing priorities, including modernized facilities, leading-edge equipment, and innovative technology, as well as longer-term investments that will transform how care is delivered across the lifespan. These investments strengthen access, equity, and patient experience today, while creating models of care that can be scaled beyond our community.

Across seven sites, NYG delivers a full spectrum of acute, ambulatory, and long-term care services. The hospital is home to one of the busiest single-site birthing centres in Ontario, one of the largest family medicine departments in Canada, and one of Ontario's busiest Emergency Departments with among the shortest wait times. NYG is nationally recognized for its accredited breast cancer program, is building one of the largest long-term care centres in the province and is a leader in mental health care for youth, adults, and seniors across four sites.

## **KEY RESPONSIBILITIES**

- Manage a portfolio of approximately 100-150 major gift prospects (existing and driving new business) with potential between \$50,000 and \$500,000.
- Cultivate, solicit, close and steward major gifts by developing and executing individualized donor strategies, including regular donor meetings and well-prepared solicitations, in partnership with Foundation leadership as needed.
- Identify and qualify new prospects, uncover upgrade opportunities, and contribute to expanding a strong and sustainable major gifts pipeline.
- Partner closely with physicians and clinical leaders to identify grateful patients and other prospective donors.
- Build strong, long-term relationships with donors, patients, families, volunteers, and hospital partners, ensuring consistent engagement and stewardship.
- Develop high-quality proposals, briefings, presentations, and correspondence tailored to donor interests and clinical priorities.
- Use fundraising data and research insights to inform donor strategies, track progress against personal goals, and support effective portfolio management.
- Maintain accurate and timely documentation of all donor interactions in Raiser's Edge NXT.
- Collaborate with colleagues across the Foundation – including Marketing & Communications, Donor Experience (Stewardship), Finance, and Business Intelligence – to support gift administration, recognition, stewardship, and integrated donor engagement.
- Participate actively in pipeline and strategy meetings, annual business planning, and support the development of campaign-readiness activities.
- Provide mentorship and partnership to the Associate, Philanthropy as appropriate.
- Contribute to a positive, collaborative culture that supports learning, accountability, and donor-centric practice.

## **QUALIFICATIONS & COMPETENCIES**

- 7+ years of progressive fundraising experience, with a proven track record of independently managing and closing major gifts in the \$50K - \$500K range (up to \$1M), ideally in healthcare or a complex multi-stakeholder environment.
- Demonstrated success in managing donor portfolios and advancing prospects through all stages of the giving cycle.
- Confident and results-driven frontline solicitor, capable of building trusting relationships and closing multi-year commitments.
- Exceptional relationship-building skills and high emotional intelligence, with the ability to engage donors, clinicians, volunteers, hospital leaders, and internal partners with professionalism, empathy and trust.
- Excellent oral, written, presentation and interpersonal communication skills, with the ability to inspire diverse audiences, engage donors at a senior level, and deepen relationships to advance philanthropic goals.
- Highly organized, proactive, and able to manage competing priorities in a fast-paced environment.
- Collaborative team player who contributes positively to team culture while driving results.
- Integrity, judgement, and discretion in handling confidential information.
- Strong community-building acumen and cultural competency, with an understanding of North York General's diverse community.
- Proficient in fundraising software and databases (preference for Raiser's Edge NXT).
- Ability to contribute to efficient organizational processes and procedures while bringing innovation and creative thinking to donor engagement.
- Passionate about healthcare philanthropy and committed to advancing North York General's mission and leadership in the Greater Toronto Area.

**Salary Range:** \$100K-\$115K

## **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](mailto:foundationcareers@nygh.on.ca) no later than Monday, February 2, 2026.

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

At NYGF, 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. NYGF is committed to providing accommodation in all parts of the hiring process. If you require accommodation, we will work with you to meet your needs.