

Application Deadline: February 15, 2019

Senior Manager, Philanthropy & Planned Giving
Regular Full-Time (35 hours per week)

ART + ACCESS + LEARNING

Are you energized by the idea of working in Canada's leading art museum, surrounded by great art, award-winning programs and big ideas? Would you thrive working with colleagues who are leaders in their field, from a variety of professional backgrounds? Do you believe art has the power to spark conversation, create community and change lives? Do you want to be a part of breaking down barriers to access?

Located in Toronto, the Art Gallery of Ontario ("the AGO") is one of the largest art museums in North America, with a collection of close to 100,000 works. Through the collection as well as collaborations with leading museums around the world, the AGO presents wide-ranging exhibitions and programs. With more than 1 million visitors in 2017/18, the AGO is further broadening its reach by deepening relationships with existing members and visitors, attracting new and diverse audiences, and flexibly responding to the changing environment. With an operating budget of over \$60 million, over 600 employees, and 400 volunteers, the AGO continues to build a high-performance culture as an employer-of-choice, with strong staff and volunteer satisfaction and engagement aligned to the AGO's compelling mission to bring art and people together to see, experience and understand the world in new ways.

With a professionalized Development team of around 25, the AGO raises in the range of \$20 million annually for operations, special projects, art acquisitions and major campaigns and also administers works of art donations. Endowment, restricted and unrestricted funds totaling \$90 million are held in The AGO Foundation, and the American Friends of the AGO receives and receipts gifts from U.S. donors. The AGO is preparing for a new major fundraising campaign including capital, endowment and works of art. Comparable to some of the larger campaigns now underway in Toronto, this will be a truly significant campaign, in support of the AGO's 10-year vision.

The AGO is at a critical and exciting moment of growth and change. We are seeking a Senior Manager, Philanthropy & Planned Giving to play a key role in establishing a proactive Planned Giving Program – an area of great potential for the AGO given our significant and loyal member/donor base. The ideal candidate will be a proven and powerful fundraising professional, with a deep knowledge or strong interest in planned giving. In addition, they will be an excellent relationship-builder and energized by the opportunity to take the AGO to the next level. Reporting to the Director, Philanthropy, the Senior Manager will build a proactive Planned Giving program, develop marketing strategy and materials, and elevate its profile through integration with our upcoming campaign.

Key responsibilities include:

- Moves the AGO from its current responsive planned giving practices to a fully-fledged, proactive and robust Planned Giving program.
- Holds primary responsibility for bequests, gifts of life insurance, trusts, and various other vehicles that reflect financial planning and deferred giving opportunities.
- Builds and manages a portfolio of approximately 80-90 planned giving prospects to cultivate, solicit and secure gift expectancies for legacy gifts, blended gifts and gifts of art.

- Responsible for training and support for staff members working with donors on planned gifts, including Development colleagues, Curators, Director & CEO.
- Keeps up-to-date regarding planned giving vehicles and laws and regulations governing such gifts.
- Creates and implements an engaging stewardship and recognition program for planned giving donors, including a Legacy Society.
- Collaborates with colleagues on the implementation of the long-term fundraising strategy, aligned with overall multi-year annual and campaign plans.

Our ideal candidate will have the following skills and experience:

- Demonstrated track record setting up and implementing a successful fundraising program and ability to build a culture of philanthropy within an organization.
- Knowledge of or strong interest in planned giving strategies, practices, vehicles and CRA guidelines.
- A minimum of five years of experience in fundraising, with at least one year of experience in a supervisory role.
- Well-developed computer literacy including familiarity with industry data analytics overlaid on a donor database.
- Exceptional interpersonal and relationship building skills and superior communication skills.
- Canadian Association of Gift Planners (CAGP) Certificate.
- University degree or equivalent education and experience.
- Belief in the AGO's mission and genuine interest in the arts.

We invite individuals who reflect the diversity of our visitors to apply by submitting a tailored cover letter and CV via our website: <https://ago.ca/jobs-and-volunteering>. We thank all applicants but must advise that only those selected for interviews will be contacted.

In accordance with the Ontario Human Rights, Accessibility for Ontarians with Disabilities Act & the AGO's Recruitment & Selection Policy for Staff, a request for accommodation will be considered throughout the hiring process. The Art Gallery of Ontario is an Equal Opportunity Employer.