



Chief Development Officer

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. Drawing on this collection — as well as collaborations with museums around the world — the AGO presents wide-ranging exhibitions and programs, taking special care to showcase diverse artists. Reflecting the guiding principles of art, audience, and learning, the AGO brings people together with art to see, experience and understand the world in new ways. With more than 1 million visitors in 2017/18, the AGO continues to increase its attendance by deepening relationships with existing members and visitors, attracting new and diverse audiences, presenting a consistent brand across all elements of business, 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, vision and values.

Reporting to the Deputy Director & Chief Advancement Officer, the Chief Development Officer (“CDO”) is a vital member of the AGO’s senior leadership team and contributes to the AGO’s overall strategy. The CDO is a trusted advisor to their peers and the Michael and Sonja Koerner Director, and CEO. The CDO establishes and builds support for the development strategy that is aligned with the AGO’s mission, vision, and values. They translate the development strategy to a clear operating plan that reflects the organization’s priorities, people and financial resources. A strong people leader, the CDO leads, aligns, and inspires a high-performing development team with a mandate to optimize all aspects of fundraising and donor relations including annual giving, major gifts, planned giving, corporate partnerships, fundraising events, and gifts of works of art. In addition, the CDO will play a key role in leading an ambitious fundraising campaign that includes both endowment and capital components. The CDO is a superb relationship-builder who establishes positive and productive relationships to support the development mandate, including relationships with donors, prospects, employees, volunteers, Board and Committee members, and key external influencers in public, private and government arenas.

The ideal CDO is a proven and powerful fundraiser with the ability to articulate a compelling and bold vision that all stakeholders can rally around. They can translate this vision to a clear Development strategy with key measures/milestones and communicate it inspirationally and effectively, leading a high-performing team to make it a reality. With 10+ years of progressive development experience, the candidate brings the ability to lead campaign strategy and execution, applying best-practice approaches in setting metrics and fostering long-term and meaningful relationships with donors and partners on behalf of organizations. The CDO is an engaging leader who effectively involves others, builds rapport, puts people at ease, and has a reputation for operating with high integrity, earning trust and respect among a wide range of internal and external influencers and decision-makers. With development experience gained within the arts, culture, community engagement, academic and/or healthcare sectors, and a passion for, understanding of and genuine interest in the arts, the candidate can serve as a credible ambassador for the AGO’s mission among existing and potential benefactors in Toronto, Canada, and globally. The AGO is at a critical and exciting moment of growth and change. The CDO role is an outstanding opportunity for an ambitious and motivational leader to accelerate the AGO’s transformation through an inspiring and inclusive development and campaign strategy and execution that will have an impact on the AGO for years to come.

How to Apply

If you are interested in exploring this exciting Chief Development Officer opportunity with the AGO, please provide a cover letter and resume highlighting your relevant leadership experience to both Lisa Heidman, LL.B. ICD.D, Founder and Chief Executive Officer, Arlington Partners International at lisaheidman@arlingtonpartnersinc.com and Laura Dunne, Managing Director, Arlington Partners International at lauradunne@arlingtonpartnersinc.com.

We look very forward to exploring your candidacy.