

Yonge Street Mission (YSM) is a vibrant, non-profit Christian organization leading a collective movement to end chronic poverty in Toronto.

Since 1896, we've worked to transform the lives of people living with poverty, going beyond immediate needs by offering wrap-around support via holistic programs and services, and a pathway which enables street-involved youth, families in need, adults experiencing poverty and vulnerable communities to move from surviving to thriving.

To make this happen, we are passionate about investing in the people we work with, and look for a diverse range of staff who are key for us to advance our mission: Christians who have a heart for neighbours in need, a desire to transform the lives of our community members, and who believe in treating everyone with dignity and respect.

If you are inspired by our vision and feel a true call to contribute to YSM's work, we'd love to hear from you.

What We Offer:

As a staff member at YSM, some of the things you can look forward to include a values-based and highly collaborative and engaging work environment with a high value on staff's mental health and well-being; meaningful, innovative and impactful work, with opportunities to make a difference in the lives of children, families, and the community, as well as flexible hybrid work arrangements. Our competitive Total Rewards compensation package also includes Group RRSP matching, annual leave and paid personal days, comprehensive health and dental care coverage, an Employee and Family Assistance Program that includes counselling services by Christian professionals, and numerous other perks.

The Opportunity:

We are currently seeking a seasoned **Director of Major Gifts** to lead YSM's Major Giving fundraising program and team, playing a key role in the development of fundraising strategies and priorities. This pivotal leadership role exists to diversify and grow YSM's revenue and fundraising mix through the development and maintenance of an active donor pipeline, whilst building upon a robust and successful Direct Marketing program to meet and exceed annual fundraising targets and objectives.

Reporting to the VP, Philanthropy, the Director of Major Gifts will be responsible for the execution of our Major Gifts strategy, which includes special initiatives and campaigns, grants, sponsorship and corporate partnerships. This will include identifying, qualifying, cultivating, soliciting and stewarding major gift donors to advance the strategic initiatives within the Philanthropy department that align with YSM's goals and priorities.

The ideal candidate will be a passionate, collaborative, results-focused and driven fundraiser with a track record of closing individual and corporate gifts at levels of \$5,000 or more, a heart for the poor and marginalized in Toronto, and a deep calling to make an impact by inspiring and mobilizing stakeholders in Toronto towards our vision to end chronic poverty in one generation.

Responsibilities:

- Lead the Major Gifts Team to achieve annual revenues through philanthropic donations from individuals, foundations and corporations
- Directly manage an evolving portfolio of Major Gifts prospects including individual, corporate and foundation donors
- Implement and adapt the Major Gifts strategic plan to ensure the ongoing execution of strategies and tactics to support the growth of an active and prosperous Major Gifts Program
- Oversee and lead Major Gifts pipeline to identify the best prospects
- Build strategies for engagement including customized cultivation and solicitation plans for identified prospects including stewardship events, presentations and tours
- Manage, overseeing and supporting the work of YSM's Grants and Stewardship Specialist and Philanthropy Coordinator, including proposal development, stewardship reports and highly personalized communications with major gift prospects and donors
- Build strong relationships with new and existing donors, YSM leadership (SLT/MLT) and volunteers to be a compelling voice on behalf of YSM, promoting and sharing stories of impact and need to external audiences
- Build strategies for engagement including customized cultivation and solicitation plans for identified prospects including stewardship events, presentations and tours
- Write customized proposals and stewardship reports
- Work closely and collaboratively with the broader Philanthropy team as needed to ensure successful fundraising campaign success

Qualifications:

- Post-secondary education combined with 5 years of progressive experience in fundraising at a senior level
- Demonstrated ability to provide superior customer service and sound judgement when dealing with donors and volunteers
- Experience managing a donor pipeline and prioritizing a Major Gifts portfolio for best results
- Experience with database management and with working knowledge of the Raiser's Edge database
- Exemplary people management, relationship management and coaching skills
- Ability to manage people, process, deadlines and budget while adhering to policies and procedures
- Public speaking skills in both large and small room settings
- Superior organizational skills, with strict attention to detail
- Excellent verbal and written communication skills with the ability to write compelling proposals and stewardship reports.
- Demonstrated personal commitment to YSM's principles of faith, mission and values

Deadline for Application: Available until filled

Link to Application: <https://ysm.bamboohr.com/careers/214>

While we appreciate all responses, only candidates under consideration will be contacted.
Learn more about YSM at www.ysm.ca

Date Posted: October 2, 2023