Abundance CANADA

Generosity changes everything

Director, Generosity and Impact — Western Region

Work Environment: This is a hybrid role; the successful candidate must live a commutable distance to either the Abbotsford or Calgary offices. Some travel required.
Reports To: Chief Executive Officer (CEO)
Supervises: Western Region staff team overseeing British Columbia and Alberta
Type: Full-Time (40hrs/week), Permanent

This role is for you if you are passionate about generosity and want to use your experience to shape meaningful, purpose-driven work. You are a people-focused leader and relationship-builder who can lead and grow an experienced team, shape strategy, and make connections to advance charitable impact in Western Canada.

POSITION OVERVIEW

The Director, Generosity and Impact is an opportunity to lead people, shape strategy, and build relationships that help generosity flourish. The Director will lead and develop a talented regional team, helping translate Abundance Canada's strategy into meaningful action and greater charitable impact.

At the same time, the Director will remain closely connected to the people and organizations we serve, personally managing a portfolio of significant donor and charity relationships, helping them pursue their generosity goals with confidence.

KEY RESPONSIBILITIES

Regional Leadership

- Provide strategic leadership for the region, translating organizational priorities into regional goals, initiatives and results.
- Lead, coach and develop a high-performing regional team, fostering collaboration, accountability and professional growth.
- Oversee donor and charity portfolios, aligning relationships and opportunities with team capacity and expertise.
- Monitor regional performance and use insights to strengthen impact and support continuous improvement.
- Champion effective regional operations, service and collaboration across the organization.
- Build relationships with professional advisors, community leaders and other strategic partners to expand Abundance Canada's reach and impact.
- Represent Abundance Canada at community, professional and donor events.

Active Generosity & Impact Practice

- Manage a portfolio of significant donor and charity relationships, building trusted relationships and offering strategic advice.
- Identify and advance significant and strategic giving opportunities, bringing together internal expertise and external professional advisors as needed.
- Provide coaching and strategic guidance to team members on complex or significant donor and charity opportunities.

Regional Oversight & Escalation

- Provide leadership and sound judgment on complex, sensitive or higher-risk donor, charity and fund matters.
- Coordinate with organizational leaders and specialized expertise to resolve issues and support thoughtful, consistent decision-making.

QUALIFICATIONS

Skills and Abilities

- Proven leadership and strategic planning capabilities.
- Exceptional interpersonal and relationship-building skills.
- Strong business acumen and problem-solving abilities.
- Skilled in facilitation, presentation, and stakeholder engagement.
- Ability to lead and support diverse teams across functions.
- Proficiency in MS Office Suite and CRM systems.
- Commitment to professional development and continuous learning.
- Demonstrates integrity, professionalism, and a team-oriented mindset.

Experience and Education

- Minimum 10 years in progressive roles within fundraising, gift planning, or business development.
- Experience managing regional portfolios and leading cross-functional teams.
- Deep understanding of charitable giving strategies and financial planning.

WHAT TO EXPECT AND NEXT STEPS

What We Offer

Working at Abundance Canada means committing to the mission and values of the charitable sector, including transparency, accountability, and service excellence. You will be joining a close-knit team that combines their passion for community, their skills and expertise to advance strategic gift planning in Canada to impact communities around the world.

The hiring salary for this position is $100,000 to $120,000 per year along with a comprehensive benefits package.

Our Recruitment Process

Qualified applicants should submit their resume and cover letter care of Courtney Feldman, Director, Capacity Building and Strategy at cfeldman@abundance.ca.

Applications will be reviewed as they are received, but we encourage applying by November 22, 2026 for full consideration. All inquiries and applications will be held in strict confidence.

We are committed to a fair, transparent, and accessible hiring experience. Here's what you can expect:

1. **Application Review** – Our team will carefully review all applications against the posted qualifications.
2. **Initial Call** – Shortlisted candidates will be invited to a brief phone call to confirm qualifications.
3. **Initial Interview** – Shortlisted candidates will be invited to a virtual interview to discuss technical skills and experience.
4. **Second Stage** – Finalists will complete a brief skills assessment and participate in a short virtual or in-person interview focused on alignment with organizational culture.
5. **Decision and Feedback** – We aim to provide updates at each stage.

Accommodations are available on request for candidates taking part in all stages of the selection process. If you require any accommodations, please contact Courtney Feldman, Director, Capacity Building and Strategy at cfeldman@abundance.ca, or by phone at 204-488-1985. We thank all applicants for their interest. Only candidates selected for an initial call and future interviews will be contacted.

ABOUT ABUNDANCE CANADA

At Abundance Canada, we believe generosity changes everything®. We connect generosity with impact by helping donors achieve their charitable goals and providing charities with the resources, knowledge and funding they need to strengthen communities.

For more than 50 years, we have helped Canadians give with purpose. We bring expertise in charitable giving and donor-advised funds, support charities to build their capacity and create lasting impact, and invest charitable assets ethically and responsibly. Together with our donors, we have disbursed more than half a billion dollars to charities. Today, we are building on that legacy to strengthen the charitable sector and help communities thrive.

Join our growing team and help shape a future where generosity creates greater possibilities for people, charities and communities.

Abundance Canada is a national public foundation registered with the Canada Revenue Agency and accredited by Imagine Canada for excellence in nonprofit accountability, transparency, and governance.