

Huron invites applications for the position of:

MANAGER, INDIVIDUAL GIVING

Huron University stands out among post-secondary institutions in Canada. With a commitment to redefining Liberal Arts education, Huron offers a unique university experience that places equal emphasis on ethical leadership, community engagement, and academic excellence.

As the founding institution of Western University, since 1863, Huron has remained strategically small to best serve the needs of its students. Huron's mission is to develop Leaders with Heart from all backgrounds, fostering a vibrant and inclusive community while preparing students to be engaged citizens who transform the sectors they work in and contribute to broader society.

Your Opportunity

Reporting to the Director, Development & Alumni Engagement; the Manager, Individual Giving leads the planning, execution, and evaluation of Huron's Annual Giving, Leadership Giving, and Legacy Giving programs to communicate and inspire support for Huron's mission and priorities. This role will combine program management, project coordination, donor engagement and stewardship to generate measurable results and support long-term philanthropic growth and impact.

The Manager, Individual Giving will play a critical role on the Advancement Team as a first point of contact for current and prospective donors, building meaningful long-term connections and ensuring a high-quality donor experience.

Key Responsibilities:

- Support the development and execution of integrated giving strategies (including direct mail/email appeals) that increase donor awareness, participation, retention, and revenue.
- Create annual work plans, budgets, revenue projections, and performance metrics for all program areas.
- Coordinate the planning and delivery of multi-channel fundraising initiatives that align with institutional priorities and contribute to departmental goals and Huron's strategic plan.
- Build and manage a portfolio of donors, focused on qualification activity and cultivation, solicitation, and stewardship activities that build and maintain a strong relationship through personalized and meaningful engagement opportunities.
- Collaborate with internal departments to deliver consistent, high-quality stewardship experiences, including donor impact reporting, financial updates and recognition.
- Analyze data and trends to inform program strategy that support continuous improvement by identifying gaps, risk, and opportunities in individual giving operations.
- Develop and support initiatives that enhance donor loyalty, recognition, and long-term donor engagement with Huron.

Qualifications:

- Bachelor's degree or equivalent combination of education and experience.
- Demonstrated ability to plan and execute integrated fundraising campaigns (direct mail, email, digital) from concept to execution that drive donor acquisition, retention, and revenue growth.
- Proven success managing a portfolio of prospects and donor relationships, including the qualification, cultivation, solicitation, and stewardship of donors at the annual and leadership giving levels.
- Experience using CRM systems (e.g., Raiser's Edge or similar) to interpret donor trends, segment audiences, forecast revenue, and evaluate campaign performance.
- Exceptional interpersonal skills with the ability to engage donors, volunteers, alumni, and internal partners through meaningful, mission-aligned interactions.
- Ability to partner with internal teams to deliver consistent, high-quality stewardship, including impact reporting, recognition, and personalized donor communications.
- Strong organizational and project management skills, with the ability to manage multiple priorities, deadlines, and projects.
- Understanding of what motivates philanthropic decision-making and how to tailor messaging, engagement, and storytelling to deepen donor loyalty.

Compensation:

Salary commensurate with experience and budgetary approval: \$74,484 - \$90,698 per year.

Application Information

Qualified candidates are encouraged to submit their resume and cover letter by May 15, 2026.

Completed applications can be submitted on [Huron's ADP Career portal](#)

We thank all applicants for their interest, only those selected will be contacted.

Inclusivity Statement:

Huron values its place in an interconnected world and desires to reflect this value, acknowledging our responsibility to strive towards a diverse and equitable employment and educational environment that recognizes the inherent worth and dignity of every person. We welcome those who have a demonstrated commitment to upholding the values of equity, diversity, and inclusion and who may contribute to the diversification of ideas. We encourage applications from all qualified individuals, especially those from members who have been historically disadvantaged and marginalized, including racialized persons/persons of colour, women, Indigenous / Aboriginal People of North America, persons with disabilities, and 2SLGBTQIA+ persons.

As an inclusive employer, we are committed to providing a fully accessible recruitment process. For a confidential inquiry or to request accommodation support, please contact Huron HR by phone at 519-438-7224 or email at huronghr@huron.uwo.ca at any time during the recruitment process.

Land Acknowledgement:

We acknowledge that Huron University is located on the traditional lands of the Anishinaabek, Haudenosaunee, Lūnaapéewak, and Attawandaron peoples, on lands connected with the London Township and Sombra Treaties of 1796 and the Dish with one Spoon Covenant Wampum. This land continues to be home to diverse Indigenous peoples whom we recognize as contemporary stewards of the land and vital contributors to our society.

Use of AI in screening:

Applications are received through an ATS system. Currently, all applications are reviewed, and the use of AI is not used in automatically filtering out applications.