

# Breast Cancer Canada

## Vice President, Major Gifts

**Location: GTHA & Surrounding Areas**

**Hybrid Work**

For 31 years, Canada has known them as the Breast Cancer Society of Canada. But just as the research they fund is always evolving, the organization you know has also evolved to become [Breast Cancer Canada](#). What hasn't changed is their laser-focused commitment to advancing innovative breast cancer research – especially research geared towards precision oncology.

Breast Cancer Canada (BCC) is poised to grow into a national organization with immense impact. The vision of ending breast cancer is one shared by many, especially those whose lives have been touched by breast cancer. The organization realizes that it cannot achieve the dream alone. It needs the generous support of time, talent, and treasure from many to bring the shared vision to life. BCC gets closer to making this vision a reality through each partnership, including: breast cancer researchers, patients and families, community members, organizations, volunteers across Canada, Board members, and staff. It is through them and in them that BCC finds its voice, passion, energy, and momentum. Today, BCC's operating budget is \$16,000,000.

Reporting directly to the CEO and working in collaboration with the BCC team, the VP, Major Gifts will play a critical role in the execution of a new major gifts 3 – 5 year plan. As Vice President, Major Gifts and a sole contributor to start, your primary responsibility is to drive major gift revenue and build capacity by cultivating and soliciting prospects at the leadership/major gift level.

### Experience and Skills You Bring

- A minimum of 7 - 10 years of extensive philanthropic leadership gained over 2 – 3 organizations managing major gifts programs using moves management and donor-centred fundraising
- Strong track record securing 5 and 6 figure gifts
- As a mature decision-maker you understand when to make the decision independently and when to consult
- Experience building an effective team: strong track record of hiring and performance management
- Superior planning skills
- Demonstrated success raising funds from diverse cultural communities
- Demonstrated commitment to accountability, measuring outcomes in a results-oriented culture
- You are comfortable using a donor database, prospect research and other wealth screening tools to aid in your moves management process

### Working Style

- Ability to think strategically and execute operationally. You are accustomed to wearing many hats in a fast-paced small organizational environment.
- A self-starter and driven by results with an entrepreneurial spirit
- Diplomatic, able to leave ego at the door and tactfully, respectfully and collaboratively work with a wide variety of people; altering style based on the environment
- Confident and mature with an executive presence and strong emotional intelligence
- A team player and builder with a commitment to creating a positive and inclusive working environment
- You understand that building relationships requires in-person meetings. Travel is expected.



## Education

- Bachelor's degree or college diploma or the equivalent management experience in a related field
- Ongoing professional development

## Assets

- CFRE designation (is beneficial)
- Experience raising funds nationally
- Experience raising funds for disease/cancer charity

## What Breast Cancer Canada offers you in return

- Compensation range around \$115,000 - 125,000 (commensurate with experience)
- Matching RRSP contribution up to 5%
- Opportunity for growth in this small and growing, fast-paced impactful organization
- Strong health benefits including drug, vision and dental
- A health spending account
- Remote/virtual office environment in a national organization
- BCC is financially sound with \$4 million in reserves
- In place to support this position are:
  - A new 3- 5 year Major Gifts plan (developed by an external consultant)
  - A pipeline of prospects
  - Cases for support for the various ask levels
  - A strong tenured CEO who brings deep fundraising expertise

*Breast Cancer Canada is strongly committed to diversity within its staff, Board and volunteers, and especially welcomes applications from racialized persons / persons of colour, women, Indigenous / Aboriginal People of North America, persons living with disabilities, LGBTQ persons, and others who may contribute to the further diversification of ideas.*

## Application Details

This search is being conducted on behalf of Breast Cancer Canada by *crawfordconnect*, a search firm specializing in recruiting for Canada's non-profit sector. Qualified applicants are invited to submit their resume and cover letter in two separate documents (PDF or Word).

By **April 29, 2024**, please submit your application at <https://crawfordconnect.com/for-candidates/job-openings/#/posting/PR-283> where you may upload your cover letter and resume in two separate documents. Issues with applying? Please email [info@crawfordconnect.com](mailto:info@crawfordconnect.com).

*We thank all applicants for applying, however, only qualified candidates selected for an interview will be contacted.*

*If someone you know may be interested in this position, feel free to forward this information – we'd be pleased to connect with them.*

**Key Contact:** Liz Latimer, Senior Search Consultant, [liz@crawfordconnect.com](mailto:liz@crawfordconnect.com)

