



## IWK Foundation

### **Director of Development – Maternity Leave Contract**

#### **Who We Are:**

The IWK Foundation, together with its donors, strives to be the catalyst to revolutionize health care and research for women and children. The IWK Foundation is committed to continuous improvement and running a business that is entrepreneurial, innovative, and based on strong values.

#### **What We Need:**

The IWK Foundation (IWKF) is seeking an experienced, inspirational fundraising leader to join our team as Director of Development for a maternity leave contract. This position is expected to begin as soon as possible to allow sufficient time with the incumbent prior to their leave and will continue until December 31, 2026. Reporting to the Vice President of Philanthropy & Development, the Director of Development will drive all Annual Giving revenue including planning, implementation, and evaluation of cause marketing, sponsorship, corporate social responsibility, corporate partnership activation, direct response, monthly giving, and third-party events.

As part of the Senior Leadership team at IWK Foundation, the Director will bring a collaborative mindset, critical thinking, and analytical skills to evaluate Annual Giving programs and work with colleagues to integrate Annual Giving initiatives with other streams of revenue, contributing to a donor journey that amplifies impact. As team leader you will champion an integrated model of fundraising across the organization, collaborating with other fundraising teams to build on existing streams of revenue, develop new approaches and support the Foundation's growth strategy.

The Director will have three direct reports – responsible for Annual Giving, New Business, and Corporate Partnerships – and will provide overall leadership and support to a broader team of ten. This is an opportunity to build on past success and optimize future performance, while supporting an organizational culture of employee empowerment, engagement, strong performance and development.

The incumbent will be an ambitious leader that thrives in a busy environment committed to growth and evolution. You are an exceptional relationship builder with experience optimising and engaging new partners and sponsorships.

The IWK Foundation has a Flexible Work Plan, embracing a hybrid model with the expectation of a minimum of 2 days in the office per week.

#### **Planning, Strategy, and Leadership**

- Collaborates with the Foundation leadership team to drive the revenue development across all fundraising streams, promoting integration and a shared credit model.
- Leads planning and budgeting, implementation, and evaluation for Annual, Community & Corporate, and New Business & Program Development.
- Works closely with the Vice President, Philanthropy & Development, serving as a strategist and an operational leader.
- Collaborates across all fundraising streams for moves management and stewardship strategies that ensure donors are involved appropriately and relationships support the growth of organizational revenue.

- Represents the Foundation in the community, at events, and with partners in a manner that supports increased awareness and connection.
- Works collaboratively with the Brand team to develop content and materials that support revenue generation and fundraising.
- Develops relationships with IWK Health and Foundation staff, to support a culture of philanthropy throughout the IWK.
- Identifies, analyzes, and implements new innovative fundraising opportunities.

#### Fundraising and Donor/Partner Relations

- Leads a portfolio of donors/partners and prospects, specifically developing new business with corporate partners for sponsorships, employee engagement, and cause marketing.
- Actively builds knowledge of best practices and connections in the corporate social responsibility space in order to strengthen and build mutually beneficial partnerships.
- Works with the philanthropy team to manage integrated cultivation and solicitation strategies.
- Delivers regular, effective donor communications that demonstrate impact, ensure appropriate recognition, and inspire giving.
- Represents the Foundation in developing partnerships with donors, community partners, event partners and corporate partners.
- Plays a leadership role in National partnerships with Canada's Children's Hospital Foundations, Children's Miracle Network and Women's Health Collective Canada.

#### Team Leadership

- Leads, coaches, and manages a high performing team, promoting a shared credit fundraising model.
- With a growth mindset, sets account plans, monitors success, and provides performance feedback, ensuring the successful implementation of Direct Response, Monthly Giving, Corporate Social Responsibility, Third Party Events, Cause Marketing, Employee Engagement, Sponsorship, and Partnership Activation.
- Reports on key performance indicators and outcomes regularly, identifying challenges and developing solutions.

#### **Who Are You:**

You are known for your leadership, accountability, strong teamwork, strategic planning and decision making, and both your internal and external relationship management skills.

You have:

- Progressive experience in fundraising leadership with demonstrated success in leading corporate and annual giving strategies.
- Experience leading a fundraising team to successfully achieve stretch goals and increase revenue year over year.
- Track record of success in developing and managing partnerships within communities, with corporate representatives, and vendors.
- Excellent relationship-building skills and ability to develop and sustain positive relationships both internally and externally.
- Proven experience in developing Direct Response campaigns and appeals and strategically delivering segmented communications.
- Experience in managing annual giving initiatives and events.
- Demonstrated success in developing written communications and materials for a variety of audiences with the ability to inform and edit according to the audience.
- Strong collaborator who will champion a shared credit model for integrated approaches to donor management.
- Experience leading the development and implementation of annual plans and corresponding operational and revenue budgets for fundraising.
- Proficiency working with fundraising data systems.
- Public speaking skills and experience presenting to different audiences.

- Demonstrated passion for healthcare philanthropy.
- Experience working in a healthcare environment is considered an asset.

You thrive working in a fast-paced environment, collaborating with a dedicated and passionate team to enable world-class care for Maritime children, women, and families. You share our values of respect, resiliency, gratitude, humble confidence, curiosity, passion for the cause, and showing up every day as an owner.

**What Do You Do Now?**

If you are passionate about children's and women's health, with a desire to be a part of something important in our communities, hearing patient stories, meeting patients, patient families, donors and other health care professionals impacted by the work the Foundation does each day, then this is your opportunity! The IWK Foundation also provides a competitive and comprehensive compensation package in addition to a flexible work environment.

If this role seems right for you, please provide a cover letter outlining why you believe it is a fit, along with your resume to [iwkcareers@iwkfoundation.org](mailto:iwkcareers@iwkfoundation.org) using the subject line: Director, Development. We thank all candidates but only those selected for an interview will be contacted.

We welcome all applicants who self-identify as Indigenous, Black/African Nova Scotians, Persons of Colour, Immigrants/Newcomers, Persons with Disabilities and 2SLGBTQIA+ to apply and represent the communities that we support.