



CHIEF EXECUTIVE AND PHILANTHROPY OFFICER

Reporting to the Board of Directors, the Chief Executive & Philanthropy Officer (CEPO), is responsible for visionary leadership that supports better lives and healthier communities. The CEPO will develop, lead, and implement fundraising strategies, initiatives, partnerships, and tools to effectively generate financial support for the organization, resulting in meaningful social change for residents of Simcoe Muskoka.

United Way Simcoe Muskoka (UWSM) is a mid-sized United Way raising over \$2.6 Million annually, from a diversified revenue strategy, with a history of contributing to national initiatives. With the upcoming retirement of the current CEPO, the UWSM Board of Directors and CEPO have taken the opportunity to reshape the organization to position it for continued success.

WE ARE LOOKING FOR:

- ❖ An experienced leader, mission-focused, results-oriented, and process-minded doer, who enjoys working with others, is adept at developing and implementing fundraising strategies, and aligning organizational priorities with community goals and needs during periods of change.
- ❖ An innovative strategic thinker and change-maker with a positive attitude, who is solution focused and capable of creating a world class donor experience, facilitating long-term relationships between partners, donors, and UWSM.
- ❖ A strong relationship builder who uses active listening to take feedback from volunteers, other staff, donors, community partners and key stakeholders to create and implement strategy, and is adept at cultivating and managing relationships toward a common goal.
- ❖ A balanced executive who excels at coaching, collaborating, and providing guidance to volunteers, with a minimum of ten years' experience working with diverse populations and proven success in fundraising, business development, sponsorship, or marketing.
- ❖ A results-driven professional with a deep understanding of fundraising in not-for-profits, a willingness to bring new perspectives and strategies to address fundamental shifts in the fundraising arena.
- ❖ Degree from a recognized post-secondary institution, preferably in Business Administration, Fundraising, or Marketing, or equivalent not-for-profit education and experience.
- ❖ High level of integrity, confidentiality, accountability; sound analytical thinking, an entrepreneurial mind-set and excellent planning, prioritization, and execution skills.
- ❖ Strong verbal and written communication skills; a succinct and accurate communicator with excellent interpersonal skills.

The United Way is committed to employment equity and diversity in the workplace and welcomes applications from all backgrounds reflecting the diversity of Canadian society.

Interested candidates are encouraged to submit their resume to Allen Prowse at: allen@palmercareers.com

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

PALMER & ASSOCIATES

EXECUTIVE SEARCH PROFESSIONALS

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