

Position: Director - National Philanthropy & Partnerships

Reports to: Senior Vice President, Brand & Philanthropy

Language Requirement: Strong verbal and written English, spoken and written French an asset

Location: Ottawa preferred. Candidates will be considered along the Toronto, Ottawa, Montreal corridor, with some required travel within North America

Hiring Range: \$110,000 to \$125,000

Vacancy: This job posting is for a new position

Posting Date: June 4, 2026

Reply Deadline: June 21, 2026

Job Summary

In this newly created role, the Director - National Philanthropy & Partnerships is a strategic leader responsible for driving revenue growth and philanthropic engagement to support both United Way Centraide Canada (national office, UWCC) and local United Way Centraide (UWC) organizations. This role will develop and execute an annual fundraising strategy, leveraging business intelligence, CRM data, and donor stewardship best practices to enhance and expand funding opportunities. The role will support capacity building with the UWC fundraising network (Resource Development) and key national and corporate relationships. The unique position requires a fundraising leader with an entrepreneurial mindset who also has the interest and aptitude to coach and train other leaders. This position will report to the SVP, Brand & Philanthropy and will work in close collaboration with the UWC CEO Growth Leadership Table and Senior Growth Advisor.

Responsibilities

National Revenue Development

- Develop and execute an annual fundraising strategy to drive revenue nationally and locally.
- Identify, cultivate, and steward prospects, donors and corporate partners, ensuring long-term engagement and revenue generation.
- Design and manage key reporting by leveraging business intelligence and CRM data to identify stewardship and donor upgrading, retention and win-back opportunities.
- Conduct targeted prospect identification and proposal development in collaboration with the Community Impact team.
- Partner with the CEO and UWCC Board of Directors on prospect research, donor engagement, and major gift opportunities.
- Identify and activate national cause marketing and sponsorship opportunities to increase visibility and funding opportunities for UWCC and the UWC network.
- Contribute to the effective stewardship of national key accounts, in collaboration with the UWC network, national donors and lead relationship managers within the network.

Capacity Building and Partner Engagement

- Serve as a key contributor to the UWC network's overall growth imperative, working in close collaboration with the CEO champions, UWC network and peers at UWCC.
- Engage with the CEO Growth Leadership Table, executing priority revenue activities as directed by the Table and in support of the UWC network.
- In collaboration with the SVP, Brand & Philanthropy, lead the Resource Development Leadership Network (RDLN) to align national fundraising efforts with sector best practices and cultivate collective fundraising opportunities/initiatives.
- Supported by the Officer, Partnerships and Philanthropy develop agenda and learning opportunities (peer and UWCC led).

Network KPIs and Reporting

- Oversee network-wide measurement and reporting programs and their annual reporting requirements. Supported by the Officer, conducted annual reporting processes including the RD Survey (network revenue) and KAM (corporate account management).

Budget Management, Forecasting and Admin

- With the SVP, Brand & Philanthropy, manage the annual budget and quarterly forecasts.
- Other duties as assigned.

Qualifications

Experience:

- Minimum of 7+ years of experience in philanthropy, fundraising, or revenue development, preferably within a nonprofit or charitable organization.
- Proven track record of developing and executing successful fundraising strategies.
- Strong knowledge of business intelligence tools, CRM systems, and donor stewardship best practices.
- Experience in corporate partnerships, cause marketing, and sponsorships.
- Experience writing compelling donor requests, cases for support and other donor communications.
- Ability to work collaboratively with internal and external stakeholders, including board members, donors, and corporate partners.
- Experience building fundraising capacity through education, training, and resource development.
- Experience successfully working in a matrixed organization or federated network.

Skills & Knowledge:

- Certified Fundraising Executive (CFRE) designation or other professional designation considered an asset.
- Excellent relationship management skills, with experience engaging and stewarding prospects and donors through all stages.
- Strong presentation and facilitation skills, with the ability to influence and inspire partners, donors and staff.
- Curiosity, critical thinking, and problem-solving skills.
- Strong computer and technology skills, including proficiency with Microsoft Office.

Location

- Must be eligible to work in Canada.
- Regular office hours are 8:30am to 4:30pm EST. From time to time, there may be flexibility required (evening or weekend) to support program activities.
- Some travel required within North America for staff and network events.

About United Way Centraide Canada

United Way Centraide (UWC) is Canada's leading network of local community builders empowering people to make lasting social change in their community. With a presence across Canada, serving over 5000 communities, our federated network of local United Ways and Centraides (UWCs) tackle the important social issues of poverty and social exclusion in their communities. Our vision is that everyone in every community has the opportunity to reach their full potential. United Way Centraide Canada (UWCC) is the national office that provides leadership and services to UWC members across the country.

We offer:

- Generous paid vacation
- Paid winter break
- Other paid leave options, including parental and volunteer leave
- Summer hours
- Registered Retirement Savings Plan, with matching contributions
- Medical and dental benefits for you and your family
- Sick leave and disability insurance
- Life insurance

Diversity, Equity, and Inclusion

United Way Centraide Canada hires based on merit and is strongly committed to diversity and equity within its community and to providing a welcoming and inclusive workplace. It especially welcomes applications from Black, Indigenous and People of Colour, women, persons with disabilities, people of all sexual orientations and genders, and others with the skills and knowledge to productively engage with diverse communities.

How to apply

Please send your cover letter and resume in confidence to:
recruitment@e2rsolutions.com.

We thank everyone for applying; however, only qualified candidates will be contacted.

For more information, visit <https://www.unitedway.ca/>.