

Role: Director, Philanthropy and Engagement
Reports to: Executive Director
Status: Full-time permanent
Primary Location: Toronto, Ontario, Canada
Workplace type: Hybrid office with regular activities within the GTA

Food For The Poor-Canada (FFTP-Canada) is a faith-based organization that works to strengthen communities and uplift individuals through sustainable development initiatives across Latin America and the Caribbean. Since 2008, Food For The Poor-Canada has been working with a trusted network of associated organizations in Florida, Jamaica, Haiti, Guyana, and Honduras to create lasting impacts in the areas of food security, housing and community, education, economic empowerment, and health.

Your Opportunity

We seek a **Director, Philanthropy and Engagement** to work closely with the Executive Director and lead FFTP-Canada's efforts to connect Canadians with Food For The Poor's work through philanthropy. This includes creating and executing thoughtful strategies that engage, serve, and inspire donors. As a key representative of the organization, the Director will be responsible to interact with a broad spectrum of donors, partners, and friends to deepen commitment to our mission, grow our donor community, and diversify our revenue streams. This role requires a dynamic, visionary, and strategic leader with strong experience in multi-channel marketing, corporate partnerships, technology integration, and data analysis. The Director, Philanthropy and Engagement will play a pivotal role in advancing fundraising efforts through meaningful, relational, and efficient donor experience, while envisioning the growth of the development team.

Nature and Scope of Your Role

- **Contacts:** This is an external facing position representing FFTP-Canada and requires significant levels of networking and relational engagement. Must be comfortable working with a variety of stakeholders including executives, board members, volunteers, industry partners, and community leaders.
- **Level of Responsibility:** This role requires the ability to independently work and introduce new initiatives. This position is able to expand into a supervisory position. Recommendations and/or guidance to colleagues is currently required. Collaboration with international offices may be required.
- **Decision-Making Authority:** In collaboration with the Executive Director, the Director will develop and implement strategic communications and fundraising plans.
- **Working Environment:** Hybrid office with regular working hours; Director to regularly travel within the GTA for meetings and some evening/weekend work may be required for participation in events. Availability to travel within Canada, US, and possible travel to international locations as required.

Your Responsibilities Include

Strategy & Development

- Implement a comprehensive fundraising strategy, including a legacy program, to expand and diversify FFTP-Canada's donor base and community of supporters.
- Analyze and enhance current approaches for identifying and cultivating relationships with new donors and stakeholders.
- Lead solicitation activities, including proposal/grant writing, to strengthen the donor pipeline.
- Work closely with the Executive Director and board of directors to set fiscal budgets and achieve annual and multi-year fundraising goals.
- Build and manage an effective development team.
- Remain aware of philanthropic trends and economic/societal conditions (including 'next generation' donors) to inform and monitor factors affecting organizational priorities and results.

Communications & Engagement

- Implement an integrated marketing, communications, and engagement plan to elevate FFTP-Canada's profile and deepen connections with donors, partners, and the broader Canadian audience.
- Inspire and lead strategic storytelling in donor-focused materials, newsletters, unrestricted and project-specific campaigns, and public engagement activities.
- Contribute to web development, social media, video production, traditional/digital marketing, and other promotional materials and assets.
- Ensure donor stewardship activities reinforce positive relational experience, ongoing engagement, and continuous support.
- Professionally represent FFTP-Canada in a public relations capacity for community development and establishing new partnership/stakeholder relations.

Administration and Governance

- Oversee budgets and monitor performance metrics related to philanthropy, engagement, and communications.
- Assist the Executive Director in preparing reports, presentations, and strategic communications for board and committee meetings.
- Ensure compliance with ethical fundraising practices, governance standards, and applicable fundraising regulations.
- Participate in the development and implementation of policies and procedures related to fundraising, donor relations, and community engagement.
- Oversee and approve data management of donors, community partners, sponsors, in-kind and other sources of income using CRM, third-party giving platforms, and additional supporting giving channels.

Essential Skills, Experience, and Qualifications

- Bachelor's degree in business administration, marketing, communications, public relations, humanities or a related field.
- 5-7 years of philanthropic experience including donor relations and stewardship, appeals and direct mail, proposal/grant writing, prospect/donor research, event management, and data analysis and forecasting.
- Demonstrated success in major gifts, corporate relations, planned giving, direct mailing, digital campaigns, and sponsorships.
- Proven ability in developing a strong culture of philanthropy within an organization.
- Excellent communication and interpersonal skills, with the ability to engage and build relationships with diverse stakeholders.
- Excellent writing and editing skills with the ability to clearly articulate and reflect Food For The Poor's brand, accomplishments, and case for support in written communications, emails, and storytelling.
- Comfortable working with budgets, financial data and reports, and ability to communicate financial information at all levels.
- Proficient with Microsoft Suite, donor database systems, and familiarity multiple donation methods.
- Strong creative problem-solving capabilities and organizational skills with attention to detail, while multi-tasking to meet deadlines with accuracy.
- A self-starter with ability to work with minimal supervision and a contributing team player committed to the mission and values of Food For The Poor-Canada.
- Bilingualism in English and French is a strong asset.
- Experience working with a board of directors is an asset.
- Knowledge of Canadian philanthropic trends, donor engagement activities, AFP guidelines, Donor Bill of Rights and CRA Guidelines is an asset.
- Valid driver's license is preferred.
- Must be available to work evenings and weekends when required in a variety of social and physical settings along with local and international travel.

Application Process

Please send your resume with a cover letter to: info@foodforthe poor.ca with **Director, Philanthropy and Engagement** in the subject line.

With no set closing date, the position will remain open until we identify an ideal match. We thank all candidates for applying, noting only the candidates selected for an interview will be contacted.