

**Title: Senior Manager or Director, Events & Partnerships**

**Status: Full time**

**Reports to: VP, Operations & Community**

At the St. Joseph's Health Centre Foundation we are committed to continuing to transform St. Joe's as a leading community hospital that delivers the best care experiences to Toronto's west end. We are guided by our mission to inspire philanthropy from our community and raise the funds needed to support that transformation.

St. Joe's has provided care for millions of people in Toronto's west end for more than a century. Today it is one Canada's busiest community teaching hospitals, looking after a vibrant community of over half a million.

The Foundation has grown in recent years to be a leading community hospital foundation with a strong and engaged board of directors. Following on the success of the recent \$100M+ Promise campaign, the Foundation is launching its most ambitious campaign thus far supporting the largest transformation of St. Joe's in its history. We are looking for energetic and hardworking team members to join our staff and help in this transformation.

**Position Profile**

The Senior Manager or Director of Events and Partnerships will help lead the growth of our events and community portfolio as we embark on our next campaign.

The Sr. Manager/Director of Events and Partnerships will be responsible for three-year strategic planning and operational delivery of signature events and community engagement.

S/he is someone who will know the community well and will grow and innovate our events and community fundraising portfolio to \$4M. The team member will build awareness of the Health Centre and evolve the volunteer program to attract and retain a growing number of highly engaged volunteers.

The Sr. Manager/Director of Events and Partnerships will be is also responsible for build strong and sustainable partnerships with organizations and local businesses, as well as colleagues in the health centre.

The Sr. Manager/Director of Events and Partnerships will be an experienced leader, a strategic thinker, a relationship builder and strong executer.

**Duties**

- Work with Foundation team to prepare strategic and operational plans for the events and community portfolio, including annual business plans with budgets and key performance metrics
- Grow the portfolio to \$4M of annual revenues
- Lead a flexible team of staff and partners, including third party service providers
- Work with Health Centre colleagues to cultivate the culture of philanthropy through events and activities
- Work with the communications team build profile in the community
- Lead the engagement of signature event committees (e.g. Cycle 4 St. Joe's, Fall Classic, etc)

- Support the growth and development of colleagues, cultivating a coaching culture and the execution of learning and development plans for direct reports

**Qualifications**

- At least seven years of related experience; fundraising, relationship management and partnership development
- Fundraising experience in health care environment preferred
- High level of proficiency in Microsoft suite of tools
- Experience working with BlackBaud's suite of tools is an asset (Raiser's Edge NXT, Luminata)
- Outstanding communicator and strong team leader
- Strategic thinker
- Strong analytical, organizational and problem solving skills

**Compensation**

- Salary range is between \$85,000-\$115,000, including possible performance pay (commensurate with experience)
- Extended health benefits and a pension program

The Foundation team works in a mixed model (onsite and remotely). At least a few days a week are onsite with the team.

If you feel that you would be a good fit for this position and the Foundation, we invite you to apply by 5:00pm (EST) on December 23, 2022 [here via the Unity Health website.](#)

Applications will be reviewed on an ongoing basis before the application deadline closes.

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