



the *Stephen Lewis*  
FOUNDATION

*Turning the Tide of HIV & AIDS in Africa*  
stephenlewisfoundation.org

## Job Posting

### Deputy Director, Philanthropic Partnerships

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The Stephen Lewis Foundation (SLF) is a dynamic, collaborative, feminist organization with an unwavering commitment to supporting grassroots organizations across Africa in countries hardest hit by the AIDS pandemic. The work unfolding in these communities is ground-breaking, as lives are rebuilt, rights are reclaimed and resilience re-forged. We are passionately committed to our partnerships and this model of working is infused into the fabric of our day-to-day work.

The Stephen Lewis Foundation partners with community-based organizations which are turning the tide of the HIV and AIDS pandemic in sub-Saharan Africa by providing care and support to women, children, grandmothers, LGBTIQ communities, and people living with HIV and AIDS. Since 2003, the SLF has funded over 1800 initiatives, partnering with more than 325 community-based organizations.

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**Salary: \$107,811 - \$114,466**

This is a full-time position and is based at our downtown Toronto office. Given COVID-19, all SLF staff are temporarily working remotely until further notice.

#### Job Summary

Reporting to the Director of Development, the **Deputy Director, Philanthropic Partnerships** is responsible for the creation, execution and evaluation of philanthropic strategies to support the community giving, corporate partnerships and major gifts portfolios. With a team of fund development staff, the role will be involved in the identification, acquisition and retention of one time and multi-year pledges through corporate sponsorships and individuals, Peer to Peer campaigns including third party fundraising, the Grandmothers to Grandmothers Campaign, Partners in Pride and Give-a-Day.

#### Job Duties and Responsibilities

- In consultation with the Director of Development, Grandmothers to Grandmothers staff team, and a committee of grandmothers, lead the creation of an overlapping strategy for engagement, recruitment and fundraising to support and complement the ongoing efforts of the Grandmothers to Grandmothers campaign



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- Provide leadership and support to the Grandmothers to Grandmothers campaign staff team to support Grandmothers Groups, including cross Campaign events and activities, respond to inquiries and communicate SLF strategies and activities to campaign participants
- In collaboration with the Director of Development, create a robust corporate fundraising strategy to maximize revenue and secure multi year support from the corporate sector to address identified partner needs
- Cultivate and solicit Major Gifts of \$10,000 or more and drive the donor journey for Major Gift donors including special appeals, customized reporting and experiential opportunities. Engage the support of the Director of Development and the Executive Director as appropriate.
- Lead the establishment of a Women's Giving Circle focused on engaging women of colour to support areas of work related to women and girls
- With the support of the Director of Development, establish an Advisory Committee to support the work of the Partners in Pride Campaign
- Support the Development Officer, Philanthropic Partnerships in developing an annual plan for the Partners in Pride campaign that is reflective of brand recognition, community engagement and revenue generation activities to raise \$1 Million per year
- Support the Development officer, Philanthropic Partnerships in spearheading the growth of the Give a Day program, including campaign champions, sector growth/penetration strategies, case for support and Event in a BOX toolkit to generate \$325,000 in annual revenue
- Proactively manage a pipeline of 50 prospective donors at all stages of the development cycle

### **Qualifications**

- Demonstrated ability to build a culture of philanthropy within a feminist, anticolonial organization and to successfully engage and deepen relationships with stakeholders
  - Demonstrated ability to successfully manage and support a diverse team.
  - Comfort with a wide range of philanthropic work, including solicitation and stewardship of individual and corporate donors, donor cultivation and research, proposal writing, and special events.
  - A successful track record in executing on strategy, setting priorities, managing multiple projects and working effectively under pressure to achieve individual and organizational goals.
  - Highly organized, detail-oriented, reliable and flexible; thrives in a fast-paced environment; a driving force who manages toward clarity, finds solutions and is able to think strategically about the organization.
  - Excellent verbal and written communication and interpersonal skills
  - Personal commitment to the values of feminism, anti-racism, anti-colonialism, social justice, solidarity, and gender equality
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Those wishing to apply please send your resume and cover letter to [careers@stephenlewisfoundation.org](mailto:careers@stephenlewisfoundation.org). Please indicate "Deputy Director, Philanthropic Partnerships" in the email subject line.

The closing date for this position is **November 26<sup>th</sup>, 2021 at midnight.**

Please do not call or email the Foundation about this posting. Only those selected for an interview will be contacted. **Due to COVID-19, the recruitment process will be conducted virtually via Zoom meetings.**

The Stephen Lewis Foundation promotes feminist and anti-oppression principles and is committed to diversity and inclusion. We welcome applications from racialized persons/persons of colour, women, Indigenous/Aboriginal People of North America, persons with disabilities, and LGBTQ2S+ persons.

The Stephen Lewis Foundation is an equal opportunity employer.

Thank you for your interest.