

DEPUTY DIRECTOR, PHILANTHROPIC PARTNERSHIPS

STATUS: Full-Time, Permanent

SALARY: \$113,850

LOCATION: Toronto, ON (Hybrid)

APPLICATION DEADLINE: March 7, 2025

Are you an experienced fundraiser with a passion for social justice and philanthropy? Do you thrive in building meaningful donor relationships and driving impactful campaigns? If so, we invite you to apply for the role of **Deputy Director, Philanthropic Partnerships**.

ABOUT US

For over 20 years, the **Stephen Lewis Foundation (SLF)** has been a trailblazer in international development and philanthropy, challenging traditional power structures by shifting resources into the hands of local communities impacted by HIV in Africa.


We work to address the inequities that perpetuate the HIV epidemic in Africa by providing funding and allyship to community-led organizations. These local experts, advocates and activists are championing health and human rights every day. Join us in amplifying their impact.

ABOUT THE ROLE

Reporting to the Director of Development, this leadership position is responsible for the creation, execution, and evaluation of innovative philanthropic strategies that fuel grassroots fundraising, corporate partnerships, and major gifts. Working with a dynamic team, you will play a pivotal role in growing sustainable revenue streams through one-time and multi-year pledges, corporate sponsorships, peer-to-peer campaigns, and community-driven fundraising initiatives such as the **Grandmothers to Grandmothers Campaign, Partners in Pride, and Give-a-Day**.

WHAT YOU'LL DO

Lead the Grandmothers to Grandmothers Campaign:

- Champion the efforts of 160 Grandmothers Groups across Canada, the UK, and Australia, raising \$2M annually to support grandmothers and organizations in Africa.
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- Guide Regional Leads who coordinate the activities of group members across the campaign and make strategic leadership decisions to empower the grandmothers' movement.
- Design innovative engagement and recruitment strategies with the team to grow the movement and boost annual fundraising revenue.
- Oversee the team to carry out peer-to-peer and third-party events—Stride to Turn the Tide, Cycle Tours, Fabric and Yarn Sales—ensuring seamless execution and robust administrative support.

Drive Major Gifts & Corporate Partnerships:

- Collaborate with the Director of Development to craft a bold major gift fundraising strategy that secures multi-year support from corporations and individual donors.
- Proactively manage a pipeline of 50 prospective donors, ensuring continuous cultivation and engagement.
- Collaborate on customized engagement and stewardship plans for major donors and key supporters.

Lead Campaign & Fundraising Initiatives:

- Spearhead the Partners in Pride campaign, championing LGBTIQ human rights through educational webinars, pride events, and collaborations with community partners.
- Build and lead an Advisory Committee to amplify the Partners in Pride Campaign.
- Support the team to expand the Give a Day campaign by recruiting champions, leveraging cross-sector opportunities, and promoting peer-to-peer fundraising.

Enhance Communications & Stewardship:

- Collaborate with Development team to create impactful donor materials—the **Granny Bulletin**, **Partners in Pride Impact Report**, and regular updates for Grandmothers Groups.

WHAT YOU BRING

Philanthropic Leadership: Proven ability to build a thriving culture of philanthropy within a feminist, anti-colonial framework.

Team Management: Experience leading diverse, fast-paced teams with empathy and strategic direction. This role has two direct reports.

Fundraising Expertise: Skilled in donor solicitation, corporate partnerships, proposal writing, and organizing special events.

Strategic Execution: Adept at executing strategies, juggling multiple projects, and meeting ambitious goals under pressure.

Organizational & Communication Skills: Highly organized, detail-oriented, and an excellent communicator—both written and verbal.

Commitment to Values: A deep personal commitment to feminism, anti-racism, anti-colonialism, social justice, solidarity, and gender equality.

WHY WORK WITH US?

At the SLF, we value and invest in our team. Here's what we offer:

- **Time off:** 4 weeks of vacation plus sick and personal days.
 - **Comprehensive benefits:** Health, dental, and vision coverage.
 - **Flexibility:** Hybrid remote work options and flexible hours.
 - **Parental and sick leave:** Top-up for maternity/parental leave and sick leave.
 - **Competitive wages:** Certified by the Ontario Living Wage Network.
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HOW TO APPLY

Submit your **cover letter** and **résumé** to careers@stephenlewisfoundation.org. Please include "Deputy Director, Philanthropic Partnerships" in the subject line.

Applications will be reviewed on an ongoing basis. While we thank all applicants for their interest, only those selected for an interview will be contacted.

OUR COMMITMENT

The **Stephen Lewis Foundation** promotes feminist and anti-oppression principles and is deeply committed to diversity and inclusion. We welcome applications from individuals who identify as:

- Racialized persons/persons of colour
- Women
- Indigenous peoples
- Persons with disabilities
- 2SLGBTIQ+ individuals
- People with lived experience of HIV

Applicants must be legally entitled to work in Canada and be fully vaccinated against COVID-19, subject to valid exemptions.

