Heart & Stroke
Vice President, Philanthropy – Ontario & Nunavut
Position Profile

Position Overview

Organization:	**Heart & Stroke**
Title:	Vice President, Philanthropy – Ontario & Nunavut
Reports To:	Senior Vice President, Philanthropy – Ontario & Nunavut
Team:	Two
Location:	GTA. Hybrid. Position will require in office (Yonge and Eglinton) on average 1x a week.
Compensation:	$150,000 - $200,000 plus comprehensive benefits and vacation package. Compensation will be determined commensurate with experience.
Use of AI:	AI is not currently utilized in the hiring process to screen or assess candidates.

Is This You?

You are an experienced major-gift fundraiser who knows that transformational philanthropy begins with a great relationship, and a compelling reason to give.

You have a proven record of securing significant gifts and are equally comfortable opening a door, developing a relationship over time, engaging senior volunteers and leadership, and ultimately making the ask. You know how to move a prospect from possibility to commitment, and how to turn a donor's passion into meaningful, long-term impact.

You are also a strategic leader. You can see the big picture while staying close enough to the work to know what is happening in the pipeline, what needs to move and where the next opportunity lies. You bring discipline to prospect development, moves management, forecasting and stewardship, but never lose sight of the human relationships at the heart of philanthropy.

This is a role for someone who is energized by both strategy and relationships. You will lead philanthropy across Ontario and Nunavut, contribute to regional and organizational strategy, personally manage a portfolio of high-capacity donors, and work alongside senior leaders, researchers, clinicians, volunteers and advisory board

members to translate Heart & Stroke's priorities into compelling philanthropic opportunities.

You are credible in a room with a CEO, physician, researcher, board member or high-capacity donor. You listen carefully, ask thoughtful questions and know how to bring people together around a shared opportunity. You can coach a volunteer through a solicitation, develop a sophisticated proposal with internal partners, or step forward to close the gift.

Most importantly, you want your fundraising expertise to matter. Heart & Stroke is working toward a future where life is uninterrupted by heart disease and stroke, with donors helping to advance research, save lives, improve recovery and address some of Canada's most pressing health inequities.

If you are an accomplished fundraiser who combines major-gift expertise, strategic thinking, executive presence and genuine relationship-building, and you are excited by the opportunity to help one of Canada's best-known health charities deepen its philanthropic impact, this could be your next leadership opportunity.

Read on.

The Organization

Heart & Stroke's mission is to promote health, save lives and enhance recovery. They are committed to a culture that exemplifies their core values: champion health, practice humility, embrace change, drive impact, learn and grow and be heartfelt as they work together to beat heart disease and stroke.

They believe in equity, diversity and inclusion — it's embedded in their values and core mission work to support all people in Canada to lead healthier lives. They are committed to applying this principle to cultivate a welcoming environment that embraces diversity among employees. Candidates from diverse backgrounds, including but not limited to, Indigenous peoples, racialized communities, 2SLGBTQIA+ communities, women, and people living with disabilities are encouraged to apply.

To learn more about Heart & Stroke's mission, values, commitment to EDI, and the difference Heart & Stroke makes in the lives of people in Canada at every age, please visit their website.

The Position

The Vice President, Philanthropy - Ontario & Nunavut will provide strategic leadership and management to the Philanthropy team. In addition, this role is an integral member of Heart & Stroke's Senior Leadership Roundtable (SLR) and the ET/VP group, contributing to organizational strategy, cross-functional leadership and regional performance.

The Ontario Philanthropy team has the honour and responsibility of cultivating, soliciting and stewarding donors and volunteers (individuals, foundations and corporations) to enable the organization to deliver its critical mission and reduce the impact of heart disease and stroke in Canada. In addition to providing leadership to the team, the Vice President will manage their own portfolio of prospects and donors at various stages of identification, cultivation, solicitation and stewardship focused on supporting the highest priority needs of the Foundation.

They will provide leadership and inspiration to donors through strategic conversations, activities and engagements that leads to long-term giving and support. This Vice President also works closely with the Ontario Advisory Board, along with cross-functional collaboration with corporate partnerships, community and P2P, legacy and planned giving.

The candidate will be an accomplished fundraiser with a proven track record of successful asks at the $500K+ level. The incumbent will have a mastery of the technical aspects of fund development and be committed to the principles and culture of philanthropy. We're looking for someone with superior communication and relationship skills with donors and volunteers and a genuine interest for interacting with people.

Key Accountabilities

Strategic Planning & Management

- Lead the development and execution of a comprehensive regional philanthropy strategy aligned with organizational priorities and revenue growth targets

- Develop annual revenue and expense budget, reviewing financial results and projections on a regular basis to mitigate challenges, optimize opportunities and manage expenses
- Lead the development and maintenance of robust pipelines for all of Development's donor/partner segments
- Collaborate with regional colleagues to identify and maximize cross-functional/cross-market opportunities in alignment with the Foundation's mission and goals
- Work with colleagues in all areas of giving including legacy, community, intermediary and third-party events to ensure collaboration and seamless transition as donors move through one or all areas of giving
- Provide leadership and expertise as a member of the regional senior leadership team, contributing to organizational planning, culture, performance and strategic decision-making

Relationship Management

- Oversee and personally cultivate, solicit, recognize and steward key relationships working in partnership with the SVP
- Build and maintain a personal portfolio of high-capacity donors and prospects capable of making transformational gifts
- Lead stewardship and communication efforts with tailored and meaningful plans for our top donors/partners and prospects
- Partner with executive leadership, researchers, clinicians, board members and volunteers to advance strategic donor opportunities
- Collaborate closely with internal teams to develop and deliver high quality, highly customized proposals and solicitations
- Using networks, research, staff and volunteer referrals enhance the existing pipeline of interested philanthropists and partners
- Work with the Sr. Fundraising Relationship Managers to identify donors who are prospects, and support development of engagement strategies to advance relationships and secure new revenue

Board Engagement

- Support the SVP (who has primary relationship for the provincial advisory board) with engagement of the Ontario provincial board
- Act as a trusted advisor to senior volunteer leaders, providing strategic counsel on fundraising priorities, donor engagement and philanthropic opportunities Support and coach advisory board members and senior volunteers in donor identification, cultivation, solicitation and stewardship activities Supports the

SVP on preparation and delivery of executive-level presentations, reports and fundraising updates for advisory board meetings

Donor/Partner Management

- Identify opportunities to integrate donors across multiple fundraising channels and opportunities, to maximize lifetime engagement and impact
- Contribute to the research, qualification and identification of new prospects, working cooperatively with other Development personnel in the process of prospect management and clearance
- Effectively and successfully integrate the Foundation's mission, strategic plan and case for support, and the role of philanthropy in achieving organizational goals with prospects/supporters
- Liaise with appropriate internal teams to compellingly articulate the case for support to prospects and ensure appropriate representation of staff, scientists, clinicians, etc. at meetings or events
- Develop and prioritize cultivation and solicitation strategies for assigned prospects and provide coaching and mentorship to members of the Development team
- Conduct integrated solicitation efforts in support of highest priority needs
- Follow standard policies and procedures for the acceptance and administration of gifts
- Negotiate gift terms and bring solicitations to closure with or independent of volunteer leadership, as appropriate
- Ensure appropriate meaningful recognition and thorough stewardship including follow-through on the gift implementation, administration of the funds and related expenditures
- Develop and oversee execution of an annual stewardship and communication plan identifying key communication vehicles and events for existing and potential donors/partners

Operations, Business Planning, Central Database Recording & Moves Management

- Participate in an integrated moves management program and prospect clearance process
- Ensure all outcomes from prospects, supporters and volunteers are entered into CRM within 48 hours
- Ensure the seamless collection and coordination of information for prospective donor advancement purposes.

- Take an active role in learning about and keeping up to date with the Foundation's priority funding opportunities
- Leverage and collaborate with Central Development Team on prospect research, information management, strategic writing, opportunity/proposal development, activation, recognition and stewardship; and adheres to all Development standards and protocols
- Comply with all policies and practices at HSF, including compliance with Code of Professional Conduct.

Talent Management

- Lead talent development, ensuring high standards, competence and that staff are well supported in fulfilling their accountabilities, developing their skills and achieving their career potential
- Provide clear direction on business goals and priorities; ensure optimal deployment of resources to achieve business goals
- Ensure Development staff can speak confidently and compellingly about H&S strategic research and programs
- Act as staff support for formal or ad hoc volunteer groups formed to support Development initiatives
- Deliver excellent briefing and coordination through all stages of the donor/partner cycle
- Provide subject matter expertise, coaching and advice to senior staff and volunteers
- Build and develop cohesive lateral relationships cross functionally.
- Establish individual performance plans and goals; comply with performance review cycle
- Partner with Human Resources to recruit skilled talent in support of current and future H&S needs aligned with Foundation practices to build and sustain a high performing, highly engaged and aligned team
- Familiarize and comply with all Human Resources management policies
- Ensure accurate administration of employee related information: absence records, vacation, title, etc.
- Understand and follow Health & Safety guidelines and Provincial Legislation
- Demonstrate the values and competencies of the foundation

The Ideal Candidate

The successful candidate will possess a passion for health philanthropy, highly strategic and be a consummate professional and role model, with excellent communication skills, exceptional collaborator, professionalism, and interpersonal skills that foster meaningful relationships with donors and prospects.

- Minimum of 10 years' experience in fundraising,
- Experience soliciting and closing gifts at the $500,000 level and up
- Experience leading a major gift campaign is an asset
- Experience recruiting, training and working with volunteers or fundraisers
- Executive presence and strong interpersonal influence
- Exceptional relationship-building skills with donors, volunteers, board members and senior leaders
- Big-picture, strategic thinker comfortable working at a detailed level with a high degree of accuracy and quality
- Strong analytical skills and ability to work with databases
- Superb written and verbal communication skills, with experience in volunteer briefings; proposal, grant and letter writing; donor/partner communications that build engagement
- CFRE designation and involvement in a professional association are assets
- Appreciation and understanding of AFP, CAGP, APRA Code of Ethics, Policies and Procedures
- Requires a car for occasional to frequent travel for donor meetings
- Availability to attend evening and weekend events as needed

Application Instructions

In addition to a competitive salary (the hiring range is $150,000 - $200,000), Heart & Stroke believe that time off is integral to the personal health and well-being of employees. They offer a generous paid time-off package including vacation days, personal days, wellness days, and paid company-wide closure between December 25 and January 1. They also provide competitive health, medical, dental and vision benefits, basic life and disability insurance, an employee assistance program (EAP) and a defined contribution pension plan with employer matching. Heart & Stroke employees also enjoy a flexible hybrid working model and reimbursement for mobile phones and home office setup, as well as opportunities for professional development.

Heart & Stroke is committed to fostering an inclusive, barrier-free, and accessible environment. If you are contacted for an interview and require accommodation to participate in the recruitment and selection process, please advise and we will work with you to meet your needs.

At Heart & Stroke, they believe in equity, diversity, and inclusion; it's embedded in their values and core mission work to support all people in Canada to lead healthier lives. They are committed to applying this principle to cultivate a welcoming environment that embraces diversity among their employees. Candidates from diverse backgrounds, including but not limited to, Indigenous peoples, racialized and LGBTQ2+ communities, women, and people with disabilities, are encouraged to apply.

Preston Human Capital Group is conducting this search on behalf of Heart & Stroke. If you are looking for an outstanding challenge and meet the qualification criteria, we look forward to hearing from you. Please include a cover letter and CV addressed to Lindsay Preston at **lindsay@phcap.ca**. The posting closes on **Friday, October 16, 2026 at 5pm ET**. Please note that only candidates selected for an interview will be contacted. Thank you for your interest.