



Job Posting

Philanthropy Officer, Corporate Partnership

About Children's Health Foundation

Children's Health Foundation believes that children and their families in Western Ontario deserve the best possible care and the most possible hope when faced with a serious health issue. The Foundation calls on caring people to help strengthen and transform the health care experience in our region. Donations fund cutting-edge equipment, care enhancing programs and ground-breaking paediatric research at Children's Hospital in London, TVCC (formerly Thames Valley Children's Centre) and Children's Health Research Institute. The Foundation ensures better childhoods for kids facing challenges and serious health issues and hope, relief and support for those who love them. Donations to Children's Health Foundation impact more than 80,000 children each year, across Western Ontario, from Windsor to London and Kitchener-Waterloo, and north to Thunder Bay and beyond.

Children's Health Foundation is committed to building excellence, transparency, and accountability in all areas, including governance, finances, fundraising, staff management and volunteer involvement.

About the Opportunity/The Role

A dynamic and supportive group, the team at Children's Health Foundation is seeking a self-starter with strong communication skills and a passion for inspiring support in our region for children and families facing serious health issues.

Reporting to the Director, Corporate Partnerships, the Philanthropy Officer will be responsible to develop and implement partnership strategies that will inspire prospective donors and give them opportunities to support Children's Health Foundation's compelling cause. The ideal candidate will be a visible and positive champion, personally aligned with the Foundation's values of Gratitude, Respect, Excellence, Authenticity, and Trust. Specifically, they will be

- highly motivated with a superb work ethic and able to work independently and as part of a team.
- thorough, accurate and pay attention to detail in all aspects of their work.
- able to build strong relationships and have exceptional communications skills, a tactful and diplomatic communicator both verbally and in written word.
- organized with strong analytical skills, creativity and excellent time management abilities.

Ideal Candidate Profile:

- University degree, or post-secondary diploma ideally with specific fundraising courses.
- 1- 5 years of progressive corporate partnership and/or fundraising experience.
- Direct experience working with corporations to identify, qualify and engage potential donors in successful partnership solicitation.
- Experience with analytic reporting tools and reporting metrics.
- Experience in fulfilling corporate partner activation programs.
- Proficiency with Microsoft Office Suite.
- A CFRE designation is an asset.

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- Familiarity with Raiser's Edge/NXT and data base management skills highly desirable.

Key Responsibilities and Accountabilities:

- Develop and implement strategies that identify, engage, cultivate, solicit, and steward a major gift pipeline of corporate donor prospects in all stages of the development cycle. A typical portfolio is 60 accounts.
- Participate collaboratively in our prospect management system, engaging and securing new business and corporate partnership leads.
- Build corporate partnerships, through securing sponsorship and proposing corporate giving opportunities, ensuring sponsors are recognized and commitments are fulfilled.
- Act as a point of contact for matters specific to assigned CMN and CCHF corporate partners and/or programs and events, building and maintaining strong relationships with key participants within each partner or program.
- Manage stewardship and recognition activities for event sponsors, supporters, and attendees.
- Develop effective relationships to enhance and leverage engagement with the Foundation.

Requirements:

- The nature of the role is such that regular evening and weekend work is required and attendance at Foundation events on approval of the supervisor.
- Travel is required; the incumbent must possess a valid driver's license and have access to transportation and use of a vehicle.
- It is anticipated this position will operate primarily from the Children's Health Foundation offices or an agreed upon combination of office and home office activity.
- A Vulnerable Sector check is a requirement of employment.

Salary Range

The Philanthropy Officer, Corporate Partnerships annual salary range is between \$55,000 to \$75,000.

You are invited to submit a confidential letter of application and resume to careers@childhealth.ca by July 24, 2025. Please quote "Philanthropy Officer, Corporate Partnerships" in the subject line.

It is Children's Health Foundation policy to comply with all applicable laws and regulations which prohibit unlawful discrimination because of race, religion, creed, colour, national origin, sex, sexual orientation, age, disability or marital status or any other protected class.

No phone calls please. While we wish to acknowledge all candidates, only those selected for an interview will be contacted.