



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:
Toll Free Phone: (866) 225-9067
Toll Free Fax: (877) 825-7564
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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/12/07

Director of Development, Office of Vice President Research and Innovation (OVPRI)

Job ID	384224-1-9678	
Web Address	https://careers.indigenous.link/viewjob?jobname=384224-1-9678	
Company	Toronto Metropolitan University	
Location	Toronto, ON	
Date Posted	From: 2024-09-25	To: 2050-01-01
Job	Type: Part-time	Category: Education

Description

About Toronto Metropolitan

At the intersection of mind and action, Toronto Metropolitan University (TMU) is on a transformative path to become Canada's leading comprehensive innovation university. Integral to this path is the placement of equity, diversity and inclusion as fundamental to our institutional culture. Our current academic plan outlines each as core values and we work to embed them in all that we do. Located in the heart of Canada's largest and most diverse city, Toronto Metropolitan is an integral part of Toronto's downtown core, and our exciting growth trajectory is informed by a strong sense of responsible community building. Our newest professional Faculties, the Lincoln Alexander School of Law and our School of Medicine (opening fall 2025), embody in their core design our institutional commitment to training a new generation of professionals who will challenge the status quo and take a lead in dismantling systemic injustice and inequity. TMU welcomes those who have demonstrated a commitment to upholding the values of equity, diversity, and inclusion and will assist us in realizing the benefits of embedding these values into the work at every level and in every unit of the university. In addition, to correct the conditions of disadvantage in employment in Canada and to bring lived experiences to the work, we encourage applications from members of equity deserving groups that have been historically disadvantaged and marginalized, including First Nations, Metis and Inuit Peoples in Canada, First Nations Peoples in the United States, racialized people, Black people, persons with disabilities, women, and 2SLGBTQ+ people. Preference will be given to candidates with lived experiences as people from equity deserving groups, as well as experience working with these communities with which the University works every day. Please note that all qualified candidates are encouraged to apply and we welcome newcomers and immigrants to Canada. In April 2022, the university announced its new name of Toronto Metropolitan University. Learn more about our next chapter. About the Office of the Vice-President, Research and Innovation As Canada's comprehensive innovation university, Toronto Metropolitan University engages in scholarly, research and creative (SRC) activity that addresses real-world challenges to drive economic growth and improve quality of life for Canadians.

Our strong focus on innovation and evidence-based research has made us a preferred partner for government, industry, not-for-profit organizations, communities and individuals. Together, we are improving processes, developing new technologies and services, and creating new companies and social enterprises.

The Office of the Vice-President, Research and Innovation (OVPRI) establishes the strategic direction and oversees the administration of Toronto Metropolitan University's scholarly, research and creative activity (SRC) enterprise, including grants administration, external funding, SRC policies, partnerships and collaborations, commercialization, and business development. About University Advancement (UA) UA is a comprehensive development and alumni relations enterprise serving the priorities of TMU's academic plan and strategic research plan. Our mission is to build lifelong relationships, engaging alumni and friends, faculty and staff, and corporations and foundations, and matching their interests with the needs and priorities of the university. University Advancement at TMU is a dedicated team of professionals, committed to collaboration, diversity, and integrity, and to being trustworthy stewards of our donors' investments.

The Opportunity

Toronto Metropolitan seeks a highly strategic and diplomatic Director of Development to support evolving advancement priorities within the portfolio of the Office of the Vice-President Research and Innovation. As a senior development leader within the broader, integrated University Advancement team, the new Director will intentionally build relationships, leverage innovative approaches and drive philanthropic revenue development within the OVPRI. Reporting jointly to the Vice-President, University Advancement and the Vice-President, Research and Innovation, the new Director will work collaboratively with leaders within the two offices to formulate strategies, develop programs, and execute campaigns and initiatives to raise donor revenue in support of the OVPRI's priorities. The Director, Development OVPRI will be charged with leading, advancing and enhancing the relationships and resources of Toronto Metropolitan University with a focus on philanthropic relationship building and revenue generation related to institutional SRC priorities. The new incumbent will model a culture of collaboration, integration and service to design and execute campaigns to identify, cultivate and solicit new support for research. This includes attaining ambitious private donor revenue goals on an annual basis, with a focus on gifts in the range of \$250K+. Consistent with our team approach to development strategy, the Director will also work with senior leadership on gifts of \$1M+, which have a mid-to-high degree of complexity and involve several internal and external partners. Working collaboratively with advancement and research leadership, the Director will support the development of multi-year strategies that frame the University's unique strengths and opportunities, align with University-wide strategic trajectories, integrate alumni and development strategies, maximize support, and rally the community around a compelling vision for longer-term aspirations and goals. Leadership Competencies

- Acts with Integrity: Demonstrates behaviors aligned with high ethical standards and personal integrity and acts in accordance with TMU values.
- Builds Relationships of Trust & Collaboration: Actively builds a culture of trust and fosters meaningful relationships.
- Leads Inclusively: Creates an inclusive environment where everyone is respected, recognized, empowered to achieve their potential, and valued for their differences.

- Drives Vision & Results: Creates and implements a vision grounded in sound decision-making to achieve desired outcomes.

Qualifications To help us learn more about you, please provide a cover letter and resume describing how you meet the following required qualifications:

- Post-secondary degree in a relevant discipline or an equivalent combination of education and experience will be considered.
- Five to seven (5-7) years' experience of progressively responsible fundraising and development management.
- Demonstrated experience and success in major giving fundraising, preferably within the post-secondary system or other complex organizational environments.
- Demonstrated ability to identify and implement major gift strategic planning and solicitation strategies; successful track record in raising gifts of \$500,000+
- A proven commitment to equity, diversity, inclusion and Indigeneity, with the ability to apply this lens to fundraising leadership, strategy and tactics.
- Superior communication and interpersonal skills; writing winning proposals and associated development materials and correspondence.
- Donor-centered and goal-oriented with a reputation for integrity and transparency.
- Ability to work at the highest strategic levels of the Office of Vice-President Research and Innovation and University Advancement, to gain and maintain the trust of senior leadership and supporters and also take strategy and move it through to tactics and action.
- Superior skills in critical analysis, judgement, decision-making and building effective relationships.
- Vision and the ability to think strategically and use a creative and entrepreneurial mindset to meet goals, drive new initiatives and enhance existing programs
- High level of initiative, tact and diplomacy.
- Ability to navigate and be effective within a complex organization that values collaboration in addition to individuality and creativity.
- The ability to quickly develop a deep understanding of the mission of a research-intensive university.
- Knowledge of and/or experience with funding sources outside of Canada advantageous.
- Working knowledge of complex information systems, prospect tracking, research, tax laws, basic financial planning and deferred giving programs.
- Proficiency in the use of Microsoft Word, Excel, PowerPoint and Salesforce-based databases.
- A flexible schedule, which allows for after-hours events and meetings.

Skill and knowledge The position also requires the following:

- Exceptional interpersonal/social interaction skills;
- Superior communication (oral and written) skills;
- Presentation skills;
- Computer literacy;
- Motivational skills;
- Organizational and analytical skills;
- Creativity and imagination;
- Deep understanding of the mission of a research-intensive university;
- Knowledge of donor motivation and recognition strategies, identification, recruitment, management and training of volunteers;
- Prospect identification skills, knowledge of research methodology and skills in the evaluation, rating and moves management of prospects.

Additional Information (MAC)

Position Number(s) 20002197

Reports To Vice President, Research and Innovation and

Vice President, Advancement and Alumni Relations

Department Office of Vice President, Research and Innovation and University Advancement

Vacancy Type TERM

Employee Group MAC

Work Location Hybrid (3 days in-person/on-campus and remote), based on operational requirements and subject to change

Start Date ASAP

End Date 2 years from start date

Hours of Work 36.25

Grade D62

Salary Scale Min: \$106,214 Job Rate: \$137,940 Max: \$169,666

Hiring Salary Range Salary will be commensurate with the successful candidate's qualifications

TA Specialist Laurie Shemavonian, lshemavo@torontomu.ca

Position Number(s) 20002197

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Vice President, Advancement and Alumni Relations

- An equivalent combination of education and experience may be considered.
- As part of the selection process, candidates may be required to complete an occupational assessment.
- Applications will only be accepted online through Toronto Metropolitan University's career site.
- We will provide an accessible experience for applicants, students, employees, and members of the Toronto Metropolitan University community. We are committed to providing an inclusive and barrier-free work environment, starting with the recruitment process. If you have restrictions that need to be accommodated to fully participate in any phase of the recruitment process, please submit your request through the AskHR webform. All information received in relation to accommodation will be kept confidential.

For more information, visit Toronto Metropolitan University for Director of Development, Office of Vice President Research and Innovation (OVPRI)