



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:

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Job Board Posting



Careers.Indigenous.Link

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ASSOCIATE DIRECTOR, DEVELOPMENT

Job ID	60770-2164	
Web Address	https://careers.indigenous.link/viewjob?jobname=60770-2164	
Company	McMaster University	
Location	Hamilton, ON	
Date Posted	From: 2024-02-26	To: 2050-01-01
Job	Type: Full-time	Category: Education

Description

Are you ready to make a real difference? If you are an experienced and passionate relationship fundraiser who strives to make a real impact through your work, the Development team in the Faculty of Health Sciences (FHS) at McMaster University wants to hear from you. As we embark upon an era of dramatic growth of private revenue for critical and timely health research and education, we are seeking collaborative development professionals who can join our team and help build the next generation approach to major gift fundraising.

Are you ready to empower leading-edge research and teaching to create a Brighter World? McMaster University has been ranked 11th in the world for clinical, pre-clinical and health subjects by the Times Higher Education World University rankings for 2021. For the sixth consecutive year, McMaster has been named one of Hamilton-Niagara's top employers and has also been named one of Canada's Best Diversity Employers (2021) - and we're continuing to learn, engage, and strive for improvement. We are committed to advancing inclusive excellence and employment equity in the workplace. We encourage qualified candidates to apply from equity deserving groups such as women, racialized/visible minorities, Indigenous peoples, persons with a disability, persons who identify in the 2SLGBTQ+ community and others who reflect the diversity of Canadian society. Are you a candidate that will help us shape and empower an even more inclusive and supportive McMaster community? University Advancement at McMaster University is a flexible, dynamic and ambitious team. We strengthen McMaster's relationships, secure new revenue and develop a pipeline of funders and supporters for the University. The primary means of raising funds involves face-to-face meetings and virtual visits, often involving University leadership and top researchers from our Faculty. As Associate Director, Development, Department of Surgery, you will drive the identification, cultivation, and development of a customized fundraising and recognition/stewardship plans for some of McMaster's most significant funders. About the Department of Surgery: Over its 50+ year history, the McMaster Department of Surgery has maintained a steadfast commitment towards thinking big ideas and making them possible. We are a department with 11 surgical divisions and Royal College residency training programs; together, we are poised to unleash a future fueled by a creative mindset and powered by our people. The successful candidate will bring a positive, growth-focused mindset, as we collectively work towards achieving the Department Vision. This Vision is based on 6 core tenets: C.R.E.A.T.E. Tenet 1: Building A Culture that Includes Tenet 2: Conduct Research that Impacts Tenet 3: Education that Inspires Tenet 4: Advancement, Personally and Professionally Tenet 5: Transformation through Innovation and Entrepreneurship Tenet 6: Excellence in Patient Care. Accountabilities: Reporting to the Director, Development in the Faculty of Health Sciences, and working closely with the Chair, Department of Surgery and other key stakeholders, the Associate Director will:

- Play a key role as a primary driver of overall private revenue for the Department of Surgery, the Faculty and the University in support of their objectives.
- Proactively champion opportunities for new revenue in support of McMaster's research and educational goals, within the Faculty.
- Work with funders toward gifts of \$50,000+, which have a mid-to high degree of complexity and involve many different stakeholders, some of whom may be internal and external to the University.
- Work collaboratively on strategic gifts in partnership with University Advancement's senior leaders, consistent with a team approach to development strategy.

- Advance and enhance the relationships, reputation, and resources of the Department of Surgery and the Faculty, through relationship building and revenue generation.
- In conjunction with the Director, Development, provide counsel to senior academic leadership on the largest gifts to the Faculty.
- As a leader on the FHS Development team, provide peer leadership efforts to secure and grow a base of major and principal gift-level supporters, and to steward these supporters in a manner so as to inspire them to establish, grow and sustain meaningful relationships with the University.
- As a leader on the FHS Development team, create and maintain positive, productive relationships and build and support a vibrant, diverse and high-performance team of professionals within the Faculty.
- Provide peer leadership efforts to secure and grow a base of major and principal gift-level supporters, and to steward these supporters in a manner to inspire them to establish, grow and sustain meaningful relationships with the University.

- Support the management, development and monitoring of budgets. This could involve drafting and managing of the budgets for each programme within the Associate Director's portfolio.
- Ability to work closely with the senior officers of the University, in particular the President, Chancellor, Vice-Presidents, and Provosts and Deans.

Qualifications: Education:

- A University degree, or equivalent experience.
- A McMaster degree is an asset.

Experience:

- Proven track record of success in securing \$1M and above complex gifts
- Minimum of 8 years demonstrated experience in major giving fundraising, preferably within the post-secondary sector.
- Experience leading and managing teams of high-performing, donor-centred development professionals.

What McMaster has to offer: McMaster University has a market-driven total rewards package including a comprehensive benefits plan, a recently expanded mental health benefit entitlement, retirement savings plans, vacation, professional development fund and tuition assistance. Our total rewards package attracts, develops and retains our outstanding workforce. This role may not require relocation, and we encourage any interested candidates to apply.

For more information, visit McMaster University for ASSOCIATE DIRECTOR, DEVELOPMENT