



Give today,
save lives
tomorrow

About Us

Join a team that makes a real difference in the lives of others every day. At Hamilton Health Sciences Foundation, you will play an important role in supporting cutting-edge healthcare and improving patient outcomes, while being part of a passionate, inclusive and caring community. We inspire and motivate gifts that fund medical equipment and patient amenities, innovative research initiatives, essential redevelopment of clinical care spaces, and the education and training of health care providers.

As a registered charitable organization, we proudly support patients and families across south-central Ontario, and from outside the region, who receive specialized care at Hamilton Health Sciences including Hamilton General Hospital, Juravinski Hospital and Cancer Centre, McMaster Children's Hospital, and St. Peter's Hospital. The associated programs at the Regional Rehabilitation Centre, McMaster University Medical Centre and Ron Joyce Children's Health Centre are also included.

Hamilton Health Sciences Foundation is building upon a strong foundation of our Culture Code that includes the grounded in the values of We are a Team, We Trust, We Uplift, and We Communicate. We believe that relationships and partnerships are the basis of excellence in fundraising, and we envision a community of engaged and committed donors. Every position in HHSF contributes to a safe, inclusive environment for all through compliance with our equity, diversity and inclusion philosophy and adherence to patient and staff safety policies and procedures.

Help Inspire Support as a

Director, Philanthropy and Campaigns

Full Time Permanent

Reporting to the Vice President, Philanthropy & Partnerships, the Director, Philanthropy & Campaigns is a key member of the leadership team at Hamilton Health Sciences Foundation (HHSF), contributing directly to the organization's strategy, growth, and impact during an exciting period of momentum and opportunity. As a senior leader of the Philanthropy and Partnerships department, this significant revenue generating role provides exceptional fundraising and relationship management expertise to benefit HHSF's mission and leads the strategy development and implementation for the fundraising programs within the Philanthropy & Campaigns portfolio, with the opportunity to make a meaningful impact on healthcare in the community.

The Director, Philanthropy & Campaigns has an overall objective to enhance capability and success of leadership/major gift revenue and campaign initiatives, through the development and implementation of annual fundraising plans, supporting department objectives, providing team leadership, oversight of program fundraising activity and donor/partner strategy and engagement for the portfolio.

The Director, Philanthropy & Campaigns provides leadership in developing and evaluating strategic, donor centric fundraising approaches that complement all fundraising programs across HHSF. As an experienced fundraising professional, the Director, Philanthropy & Campaigns is responsible for building strong and productive relationships to maximize revenue generation. Leading a team of fundraising professionals, this role champions support with a focus on progressive relationships at the \$100,000 and above level, managing a personal portfolio of relationships with great confidence and skill that includes, but not limited to, prospects and donors at the \$500,000+ (six–seven figure gifts). Portfolio could include philanthropic donations, corporate engagement, foundation proposals, community initiatives, legacy and partnership opportunities.

In this role, you will need to exercise a considerable amount of initiative, innovation and resourcefulness to enhance existing relationships and create new opportunities to achieve strategic and impactful outcomes to realize HHSF's goals.

Qualifications:

- Significant experience facilitating successful relationships at the \$500,000- \$1 million plus giving level.
- Ten (10+) years of both progressive fundraising and management experience, with demonstrated success in the non-profit/charitable sector.
- Demonstrated people management and leadership experience within a cross functional structure.
- Post-secondary education in related field; or equivalent experience
- Certificate in development, fundraising or event planning an asset (i.e. CFRE designation)
- Experience in campaign management and implementation is an asset.
- Excellent communication (verbal/written), interpersonal, and problem-solving skills
- Proven ability to build, engage, and influence relationships with senior stakeholders, donors, partners, and community leaders
- Consistent track record of achieving fundraising goals and driving program growth
- Strong organizational skills with ability to manage multiple priorities, meet deadlines, and take initiative
- Data-driven mindset with ability to analyze results, improve processes, and support strategic decision-making

- Skilled in presenting and packaging information clearly and visually
- Collaborative team player with ability to motivate others and work cross-functionally at all levels
- High standards of professionalism, ethics, discretion, and confidentiality in donor and volunteer relations
- Strong technical skills: Microsoft 365 (Excel, Word, PowerPoint, Outlook), Canva, databases, and virtual communication tools; CRM (Raiser's Edge/NXT).
- Leadership capabilities including coaching, mentoring, staff development, and budget management

Working Hours, Location and Requirements

- This position operates Monday to Friday 8:30 am – 4:30 pm, onsite at Hamilton Health Sciences Foundation head office at 1 King Street West, Hamilton, ON. Opportunity to work remotely up to 2 days a week after 3 months of employment based on approval of VP.
- The nature of the work is such that early morning, evening and weekend work is required, including attending all special events. Travel is required as the position will regularly visit various locations (i.e. Hamilton Health Science affiliated sites, event locations, corporate partners, donors). The incumbent must possess a valid driver's license and have use of a reliable vehicle.
- A current and satisfactory Criminal Record and Judicial Matters Check (CRJMC) or Police Vulnerable Sector Check (PVSC) is a requirement of employment.
- A cleared status by HHS Employee Health Services is a requirement of employment in accordance with Hamilton Health Sciences policy.

Why Us?

We offer a comprehensive total rewards package designed to support your success and well-being:

- We provide a competitive hiring range of \$110,507-121,000, commensurate with experience, along with an annual performance-based incentive program.
- Our package includes participation in a Defined Benefit Pension Plan (HOOPP), comprehensive healthcare, dental and travel benefits with a Health Services Spending Account, maternity and parental leave top up benefits, and access to the Employee and Family Assistance Program (EFAP).
- Directors starts with four weeks of paid vacation and your birthday off!
- We have a culture to support and encourage continuous professional development and career growth opportunities

How to Apply:

To help us get to know you, please submit a **resume and cover letter** to HHSfcareers@hpsc.ca by **June 15, 2026**, outlining why you're interested in this opportunity. If you don't meet all qualifications, we still encourage you to apply—we value potential. Applications will be reviewed and invited for next stages of the recruitment process, as received. We would like to thank all who apply, but only those selected to move forward will be contacted.

The Hamilton Health Sciences Foundation is an inclusive and equal opportunity employer. Our commitment to equity, diversity and inclusion within HHSF reflects a belief that we will make the greatest impact to our mission when everyone can genuinely and fully participate without barriers or exclusion. We are dedicated to creating a workplace reflective of the community we live, work and serve and welcome applications from diverse and equity-deserving groups.

HHSF is committed to providing a barrier-free recruitment process and work environment. Accommodation, if requested, will be provided throughout the recruitment process in accordance with the Canadian Charter of Rights and Freedom, Accessibility for Ontarians with Disabilities Act and the Ontario Human Rights Code. Should any candidate require accommodation in any phase of the recruitment process, please contact Heather Slye (905.521.2100 x 44624 or HHSfcareers@hpsc.ca) for assistance.