

## Join Our Team as Regional Vice President, Development – Western Canada

Are you ready to dive into a fast-paced environment where you will have the opportunity to contribute to a thriving team of social entrepreneurs AND help build a social impact organization from the ground up. You will play a critical role as a part of our leadership team in addressing some of today's most pressing societal challenges. At Bespoke Social Profit Solutions, we're not just another consultancy – we're a respectfully provocative team on a mission to drive meaningful change and shape a better tomorrow. If you thrive in a high-energy, opportunity-filled culture and are passionate about contributing your talents to tackling the affordable housing challenge in Canada, we invite you to join our team as **Regional Vice President, Development – Western Canada**, based in Calgary, Alberta. This role will be employed by Bespoke but will primarily focus on initiatives for Partners for Affordable Housing, driving strategic growth and development.

### About Us (Bespoke):

At Bespoke, we're not afraid to embrace the excitement and pace of change. Our agency culture is vibrant and filled with opportunities for growth and innovation. We're dedicated to helping our clients address the most pressing challenges facing society today, from the housing crisis, healthcare disparities to educational inequities, and beyond. As part of our dynamic team, you'll have the chance to collaborate with like-minded individuals who share your passion for driving positive change and making a real impact in the world.

### About Partners for Affordable Housing (Partners):

Partners for Affordable Housing is a national social purpose organization dedicated to accelerating the creation of dignified and affordable housing across Canada. By fostering unique partnerships with governments, corporations, and philanthropic communities, we address the affordable housing crisis and create lasting positive change. Join us in our mission to make affordable housing a reality for all Canadians.

### Your Role:

As the dynamic and experienced Regional Vice President, Development – Western Canada, you will lead our fundraising efforts in Western Canada for Partners. Reporting to the CEO, of Partners for Affordable Housing and working closely with the board of directors, your role will be crucial in securing significant financial support to advance our mission of affordable housing. Your responsibilities will include:



- **Fundraising Leadership:** Develop and execute comprehensive fundraising strategies to secure major gifts, corporate sponsorships, and government grants.
- **Campaign Management:** Lead and manage large-scale fundraising and capital campaigns, ensuring goals and targets are met or exceeded.
- **Donor Relations:** Cultivate and maintain relationships with major donors, prospects, and stakeholders.
- **Board Collaboration:** Work closely with the board of directors to align fundraising efforts with organizational goals and leverage board members' networks and expertise.
- **Team Development:** Build and manage a high-performing team of major gift fundraisers across communities in Western Canada, providing mentorship and professional development opportunities.
- **Municipal and Provincial Partnerships:** Collaborate with the CEO to develop and execute municipal and provincial partnerships to facilitate community housing developments.
- **Executive Support:** Support the President of Partners and executive volunteers in their fundraising efforts, contributing to the overall strategic direction and success of the organization.
- **Reporting:** Provide regular updates to the CEO and board of directors on fundraising progress, challenges, and opportunities.
- **Event Planning:** Oversee planning and execution of fundraising events and activities.
- **Market Analysis:** Stay informed about fundraising trends and best practices to innovate and optimize fundraising strategies.

Required Competencies:

- **Experience:** Minimum of 7-10 years of major gift fundraising experience, with a proven track record of securing seven-figure donations.
- **Campaign Success:** Demonstrated success in leading and managing large-scale fundraising campaigns.
- **Board Experience:** Experience working with and reporting to a board of directors.
- **Leadership:** Strong leadership and team-building skills.
- **Communication:** Excellent written and verbal communication skills, with the ability to inspire and engage donors and stakeholders.
- **Strategic Thinking:** Ability to develop and implement strategic fundraising plans.
- **Collaboration:** Proven ability to work collaboratively with internal and external stakeholders.



### Working Conditions and Benefits:

- Based in Calgary, this role offers the flexibility of remote work with visits to prospects and client sites, providing a flexible and collaborative work environment that empowers you to thrive.
- Competitive salary commensurate with experience, coupled with a comprehensive benefits package including health/dental, life insurance, and vacation time.
  - \$160,000 to \$200,000 or commensurate with the candidates' skills and experience
- Opportunities for professional growth and development in a supportive and dynamic environment.

### Why Join Us?

- **Impact:** Play a key role in addressing Canada's affordable housing crisis and making a tangible difference in communities.
- **Innovation:** Be part of a forward-thinking organization that values innovation and collaboration.
- **Leadership:** Join a passionate leadership team committed to social impact and transformational change.
- **Executive Team Contribution:** Be a vital contributor to Partners' growing executive team, supporting and driving the organization's fundraising efforts at the highest levels.
- **Remote work:** Enjoy the flexibility of remote work with occasional visits to client sites, providing a flexible and collaborative work environment that empowers you to thrive.
- A supportive and collaborative work environment dedicated to making a positive impact, where every voice is valued, and every contribution is celebrated.

**If this sounds like you, you're the shining star we've been searching for! Apply now – we can't wait to meet you!** Please submit your resume and cover letter outlining your qualifications and why you are passionate about affordable housing to [connect@bespokeconsult.com](mailto:connect@bespokeconsult.com). Only applicants selected for an interview will be contacted.

Join us in building a future where dignified housing is not just a goal but a reality for all Canadians.

