

## Join Our Team as Chief Revenue Officer

Are you ready to dive into a fast-paced environment where your talents will help shape a growing social purpose organization? Partners for Affordable Housing is on a mission to tackle one of Canada's most urgent challenges, housing affordability, and we're looking for a strategic, driven **Chief Revenue Officer** to join our leadership team.

This is a unique opportunity to help build and scale an organization from the ground up, contributing directly to innovative, systems-level solutions that create lasting impact. If you're energized by possibility, passionate about social change, and ready to roll up your sleeves, we want to hear from you.

### About Us

Partners for Affordable Housing (Partners) is a national social purpose organization committed to unlocking access to permanent, affordable, and accessible housing for the 4.4 million people in Canada who need it. Through collaboration with government, philanthropy, financial institutions, and nonprofit housing providers, we work to accelerate the development of non-market housing by addressing systemic barriers, aligning funding, and building local capacity.

We are a catalyst for bold, cross-sector solutions rooted in equity, inclusion, and community-driven impact. Join us in our mission to make affordable housing a reality for all Canadians.

### Your Role

You are a dynamic Chief Revenue Officer (CRO) ready to lead and execute an ambitious revenue-generation strategy. Reporting directly to the CEO, you will be responsible for securing major philanthropic and corporate gifts, overseeing capital campaign initiatives, and developing innovative funding and financing models to support Partners' mission. Your role is critical in expanding our fundraising capacity, building long-term relationships, and securing transformational gifts and investments that drive impact at scale. Your responsibilities will include:

#### Revenue Generation & Fundraising Leadership:

- Develop and implement a comprehensive fundraising strategy focused on securing six- and seven-figure gifts from individuals, foundations, and corporations.
- Lead Partners' campaign efforts, ensuring clear objectives, strategic donor engagement, and achievement of financial targets.



- Oversee and manage a robust major gift pipeline, personally cultivating and soliciting high-value donors and partners.
- Identify new and innovative funding opportunities, including impact investment and blended finance models.
- Build and maintain relationships with high-net-worth individuals, philanthropic organizations, and corporate leaders.
- Work closely with the CEO and Board to leverage their networks in securing major contributions.

Strategic Leadership & Organizational Growth:

- Serve as a key member of the senior leadership team, contributing to overall strategy and organizational development.
- Lead a team responsible for donor relations, stewardship, and campaign execution.
- Establish fundraising benchmarks, track progress, and report to the Board and leadership team on revenue targets.
- Drive a culture of philanthropy across Partners, engaging staff, Board members, and partners in fundraising efforts.

**What you Bring**

- 10+ years of progressive fundraising and revenue-generation leadership experience, with a proven track record of securing six- and seven-figure philanthropic gifts.
- Extensive experience designing and leading capital and comprehensive campaigns, including campaign strategy, pipeline development, and donor stewardship.
- Proven ability to navigate complex funding structures, including public-private partnerships, impact investing, and innovative housing finance models.
- Experience in the development and execution of social impact funds or blended finance initiatives.
- Deep knowledge of the Canadian philanthropic and corporate funding landscape, including national foundations, institutional funders, and major donors.
- Exceptional relationship-building and networking skills, particularly with high-net-worth individuals, corporate partners, and funding institutions.
- Demonstrated success leading and mentoring high-performing fundraising teams in fast-paced, high-growth environments.
- Strong strategic thinking, communication, and problem-solving abilities.
- Experience in affordable housing, community development, or other social purpose sectors.



### Working Conditions and Benefits

- Partners for Affordable Housing is a national organization with a virtual team. This role will be based in the Greater Toronto Area or the Calgary Area and follows a hybrid work model, combining remote work with in-person meetings and collaboration. Regular presence in the city will be required for donor engagement, stakeholder meetings, and team activities. We offer a flexible and supportive work environment designed to help you thrive.
- Competitive salary commensurate with experience, coupled with a comprehensive benefits package including health/dental, life insurance, and vacation time.
  - \$180,000 - \$220,000 or commensurate with the candidates' skills and experience, with the possibility of an annual bonus based on performance.
- Meaningful opportunities for leadership, learning, and professional growth within a supportive and dynamic environment where your contributions can drive real impact.

### Why Join Us?

At Partners, you'll join a dynamic, women-led team committed to equity, innovation, and community-driven impact.

- **Impact:** Play a pivotal role in shaping a national organization dedicated to tackling Canada's housing crisis and making a tangible difference in communities across the country.
- **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 Contribution:** Be a vital contributor to Partners' growing executive team, supporting and driving the organization's fundraising efforts at the highest levels.
- **Hybrid work:** Enjoy the flexibility of hybrid work, with a blend of remote and in-person collaboration, providing a flexible and collaborative work environment that empowers you to thrive.

To apply, please submit your resume and cover letter outlining your qualifications and why you are passionate about affordable housing to [connect@pfah.ca](mailto:connect@pfah.ca). Applications will be reviewed on a rolling basis until the position is filled. 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.

