

Director of Development, Greater Toronto-Hamilton Area

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 **Director of Development, Greater Toronto-Hamilton Area (GTHA)** to join our team.

This is a unique opportunity to help build and scale an organization from an early stage, 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

As Director of Development, GTHA, you are a strategic, results-driven, development leader ready to build and execute an ambitious revenue generation strategy. You are a proven relationship builder and critical thinker, able to thrive in the most complex environments. You have a track record for closing major philanthropic gifts.

Reporting to the Founder and CEO, you will be leading fundraising efforts in Eastern Canada, focusing on securing major and significant gifts in the six- and seven-figure range. You will play a critical role in building and executing a robust development program from the ground up, cultivating strong relationships with high-net-worth donors, corporations, and foundations to advance Partners' mission.



Your responsibilities will include:

- Developing and executing a comprehensive fundraising strategy to secure major gifts and multi-year commitments.
- Leading Partner's fundraising efforts in Eastern Canada, articulating clear objectives, demonstrating strong donor engagement and the achievement of financial targets.
- Identifying, cultivating, soliciting, closing and stewarding a portfolio of major donors, social impact investors, corporate partners, and philanthropic funders.
- Building and implementing a structured pipeline management process, advancing prospects through identification, qualification, cultivation, and proposal development.
- Developing compelling proposals, presentations, and donor/investor communications that clearly articulate Partners' mission and impact.
- Establishing strong relationships with donors, investors and key stakeholders, ensuring engagement and long-term commitment.
- Collaborating with the President, Board of Directors, and advisory council to drive fundraising initiatives, leverage existing networks and close major contributions.
- Creating donor recognition and stewardship programs to ensure ongoing engagement and retention.
- Tracking and reporting on fundraising metrics, donor engagement activities, and progress towards revenue targets.
- Driving a culture of philanthropy across Partners, engaging staff, Board members and partners in fundraising efforts and results.
- Staying informed on industry trends, funding opportunities, and best practices in non-profit fundraising.
- Maintaining a strong understanding of Canada Revenue Agency (CRA) regulations for registered charities to ensure compliance in fundraising activities.

What you Bring

- 7+ years of major gift and fundraising experience, with a proven track record of securing six- and seven-figure gifts.
- University degree, college diploma, or equivalent experience. Certified Fund-Raising Executive (CFRE) designation is an asset.
- Excellence in fundraising and strategy – someone who can cultivate transformational gifts and guide organizational players through ambitious fundraising journeys.
- Experience in leading or contributing to comprehensive and capital campaigns, ideally including those driven by public-private partnerships.



- Demonstrated ability to navigate and align complex funding structures, including government funding, impact investing, and innovative finance models.
- Experience in pipeline development and advancement, prospect review and qualification, proposal development, cultivation, and solicitation.
- Experience in case for support and strategic writing for the purposes of development.
- Demonstrated ability to build a fund development program from the ground up.
- Experience working with a national Board of Directors and high-level stakeholders.
- Self-starter with an entrepreneurial mindset, able to identify and create new fundraising opportunities.
- Ability to develop and nurture relationships with major donors, corporate sponsors, and philanthropic organizations.
- Excellent communication skills that inspire, create clarity, and build donor confidence.
- Strong understanding of CRA regulations related to registered charities and nonprofit fundraising compliance.
- Adaptability and flexibility to navigate a growing organization and shifting priorities.
- Experience or familiarity with the affordable housing or community development sector.
- Experience and knowledge of the Canadian philanthropic funding landscape, including national foundations, institutional funders, philanthropic families and major donors.
- Strong writing and communication skills, with an ability to craft content that informs, inspires, and activates.
- Bilingual (English/French) is an asset.
- A relationship-first mindset that blends curiosity, confidence, and humility.
- Collaborative, values-driven leadership style with the ability to thrive in fast-paced, high-growth environments.

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 and Hamilton Area and follows a hybrid work model, combining remote work with in-person meetings and collaboration. Regular presence in the city regions will be required for donor engagement, stakeholder meetings, and events. 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.
\$130,000 - \$170,000 or commensurate with the candidates' skills and experience
- Meaningful opportunities for leadership, learning, and professional growth within a supportive and dynamic environment where your contributions can drive real impact.

Why Join Us?

This is more than a job – it's a front-row seat to social transformation. At Partners, you'll join a dynamic, women-led team committed to equity, innovation, and community-driven impact.

- **Impact:** Play a critical role in shaping how Partners communicates its vision and inspires action on Canada's housing crisis.
- **Innovation:** Be part of a forward-thinking organization that values creativity, collaboration, and bold storytelling.
- **Leadership:** Contribute as a key member of the management team, influencing strategy and outcomes across the organization.
- **Hybrid Work:** Enjoy the flexibility of hybrid work, with a blend of remote and in-person collaboration that empowers you to thrive.

If this sounds like you, we'd love to hear from you. Please send your resume and cover letter outlining your qualifications and why you are passionate about affordable housing to connect@pfah.ca. Applications will be accepted until midnight on **December 19th**. 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.

