

FINAL ADVERTISEMENT

Chief Revenue Officer

Partners for Affordable Housing

A third of Canadians are struggling with the cost of housing, and while innovative solutions exist across the country, many stall because of critical funding gaps. **Partners for Affordable Housing (Partners)** is a national charity dedicated to accelerating the creation of dignified and affordable housing across Canada by connecting the right partners to the right solutions. We believe complex problems require collaborative solutions.

Partners advances **P4 partnerships**—public, private, and philanthropic actors working alongside community housing providers. Philanthropy has long been the missing support in this equation. By mobilizing socially inspired capital and connecting donors, foundations, corporate community funds, and social impact investors with trusted nonprofit housing organizations already leading innovative projects, Partners acts as a catalyst for housing development.

The impact is significant: the cost of supporting an unhoused person can reach \$13,500 per month in hospital care, compared to approximately \$600 to provide stable housing. In our first year since receiving charitable status, Partners has secured **\$6M in cash and commitments** and built a “**Front Door**” **portfolio of 30 nonprofit partners across five provinces** with shovel-ready projects ready for philanthropic investment.

Partners for Affordable Housing is seeking an experienced and visionary **Chief Revenue Officer (CRO)** to lead the organization’s next stage of growth. Reporting directly to the CEO and serving as a member of the executive leadership team, the CRO will oversee the organization’s entire revenue-generating function, providing both strategic direction and operational leadership across a diversified portfolio that includes philanthropy, grants, corporate community investment, and the monetization of the Front Door directory.

With strong donor conversion rates and growing national interest, the organization is poised for rapid expansion. The CRO will build on this momentum by developing and executing a comprehensive multi-channel revenue strategy which will span major gifts, annual campaigns, and corporate partnerships with the goal of scaling the organization to \$30M+ in annual revenue within the next three years. The role will also guide the continued growth of the Tenant Stability Fund, already capitalized with \$1M and entering its first grant cycle, while building and leading a high-performing national development team to expand fundraising capacity in priority markets. Working closely with the Board of Directors and Advisory Council, the CRO will leverage influential networks to secure transformational investments that accelerate affordable housing projects across Canada.

The ideal candidate is a strategic and entrepreneurial leader with 10+ years of senior experience in revenue generation or fund development and a demonstrated track record of securing seven-figure commitments. They bring deep expertise managing complex revenue portfolios that span philanthropy, institutional grants, corporate partnerships, and innovative funding mechanisms. Equally comfortable setting strategy and driving execution, the successful candidate will thrive in a growing, mission-driven organization where building systems, partnerships, and teams is essential.

They are a collaborative leader who works effectively across departments, including Marketing and Program teams, to deliver strong engagement and exceptional results for donors and community partners. Above all, they are motivated by the opportunity to mobilize capital at scale to address one of Canada's most pressing social challenges: ensuring that more people have access to stable, dignified, and affordable housing.

Janet Soles & associates has been retained to conduct this search on behalf of Partners for Affordable Housing. **For more information about this opportunity or to apply**, please send an email in confidence to apply@jssearch.ca with the subject line "Partners - CRO".