



Executive Director, Annual & Leadership Giving University of Toronto

As Canada's largest university, the University of Toronto has more than 70,000 students in 841 undergraduate programs, 520 graduate programs, 75 doctoral programs, and 42 professional programs on three separate campuses. Recognized as a global leader in research and teaching, U of T has an operating budget of \$1.4 billion, research grants and contract support of \$845 million, and more than 18 million holdings in a research library that is ranked one of the top five in North America. Established in 1827, the University is currently the 15th-largest employer in the Greater Toronto Area, and has an estimated economic impact on the GTA economy of \$5.4 billion.

ADVANCEMENT AT U OF T

The Division of University Advancement (DUA) promotes and supports the University of Toronto by engaging a worldwide community of more than 475,000 alumni, plus many donors, and friends. The uniquely integrated structure of University Advancement encourages each division to bring its particular strengths and expertise to the common cause of advancing U of T's relations with alumni, donors, and friends.

In 2003 the University completed the *Campaign for the University of Toronto*, the most ambitious fund-raising effort in Canadian university history, exceeding the \$1 billion dollar goal more than a year ahead of schedule. Since the completion of the Campaign, the University has been able to sustain giving at the same level and has remained a priority for philanthropic investment by individuals, corporations and foundations worldwide.

THE OPPORTUNITY

We are seeking an **Executive Director, Annual & Leadership Giving** to provide strategy, direction and management to the growing of U of T's annual giving programs. The Executive Director will lead DUA's centralized annual giving team and serve the University's 20+ Divisions. The incumbent will also be a member of DUA's leadership team.

CANDIDATE PROFILE

A senior professional with a significant track record of executive responsibility in annual giving and leadership annual giving programs, the ideal candidate will build upon our current annual giving success of \$13 million per year to maximize revenue generation opportunities. The Executive Director will focus on firmly establishing the University of Toronto among North America's leading annual giving programs in terms of revenue generation, alumni and donor engagement, marketing presence, and institutional impact.

The incumbent will have a growth-orientation and an ambition to set and achieve new heights for our University's annual and leadership giving programs. Able to define the leading edge of annual giving fundraising in North America, the ideal candidate will be highly knowledgeable and experienced in both new and traditional channels of annual revenue generation.

A strong leader with a track record of making a significant difference in organizations, the successful candidate will be an entrepreneurial idea-generator and self starter who contributes meaningfully to broad strategic discussions on advancement at the University of Toronto. Serving in the role of advisor and internal consultant, the Executive Director will become highly valued and sought-after for guidance, ideas, and input.

A collaborative, collegial, and consummate professional, the incumbent will gain and maintain respect of donors and volunteers, and senior academic and administrative leadership, including divisional advancement professionals and Deans. Politically astute and adept at navigating varying power bases and personalities, the ideal candidate will be intelligent, articulate and capable, and will possess a high degree of personal integrity. The Executive Director will be committed to continual process improvement and comfortable working in a fast-paced environment driven by diverse client needs and multiple priorities and deadlines.

The Executive Director will be a superb communicator with strong consensus building skills. Team-oriented, the successful candidate will have a strong service orientation and will relish helping others to discover and realize a well-developed donor pipeline to enhance advancement success. Able to clearly articulate direction and to motivate and inspire staff toward achieving record growth, the incumbent will enjoy developing, motivating, mentoring and bringing the best out of teams and individuals.

FOR MORE INFORMATION

To receive a copy of the full Position Profile interested individuals are invited to contact Tara George at KCI (Ketchum Canada Inc.) via email at UofT@kciphilanthropy.com or via telephone at 416-340-9710 ext. 254.

Please note that the deadline for candidate submissions is September 3.