



Unionville Home Society (UHS)

Location:

4300 Highway 7
Unionville, ON
L3R 1L8

Job Title

Strategic Partnership Lead

Schedule:

Fixed Schedule

Position:

Full-Time Contract

Remuneration:

\$80,000 - \$100,000 - based on experience

Start Date:

As soon as available

About UHS

Unionville Home Society (UHS) is a not-for-profit charitable organization located in Unionville that has provided leadership in service to seniors since 1967. Unionville Home Society and its affiliate corporations operate a long-term care home, seniors' housing, a seniors' active living center, an adult day program, and geriatric outreach services. Our mission is to engage our communities through a continuum of services that enhance the experience of aging. For our staff, the UHS experience is based on our 5 pillars of connecting communities, advancing quality and innovation, caring genuinely and passionately, respecting each person, and serving with integrity and commitment.

Position

Reporting to the Chief Executive Officer, the Strategic Partnership Lead will work to forge relationships to help grow and engage a portfolio of generous financial supporters. The Strategic Partnership Lead will be responsible for the identification and management of prospective major donors through planning and engagement strategies to build relationships, inspire giving, and steward donors in line with UHS' mission, visions and values.



Essential Job Functions:

- Manage and grow a portfolio of major gift donors and prospects while serving as an ambassador to build our brand
- Design, plan and execute cultivation, solicitation, and stewardship strategies to establish a major gifts donor base for gifts of \$25,000+ with a goal of *\$1,000,000+ over time*
- Conduct regular in-person donor meetings and regional/community outreach visits, while maintaining consistent communication through email, phone, and mail
- Collaborate to prepare compelling, personalized proposals, impact reports, and donor communications
- Track all interactions with strategic partners
- Partner with organizational leadership and program staff to align funding needs with donor interests
- Represent UHS at key fundraisers and events as required
- Performing other job-related responsibilities as assigned.

Qualifications

Required Education:

- College/University diploma or degree from a recognized institution in Fundraising Management, Philanthropy or a related field such as Business, Marketing or Not-for-profit Management is preferred and or a combination of relevant experience.
- Certified Fundraising Executive - CFRE certification is required

Experience:

- Minimum 3-5 years of progressive senior experience in fundraising preferably in the not for profit or health care sector

Required Knowledge, Skills & Abilities:

- Donor cultivation and stewardship: Ability to build and maintain long-term, trust-based relationships with donors and prospects.
- Solicitation expertise: Confidence and tact in making direct asks for large gifts, often face-to-face or through tailored proposals.
- Prospect research and qualification: Skilled in identifying, researching, and prioritizing major gift prospects based on capacity and interest.
- Strategic relationship management: Understanding of donor cycles (identification, cultivation, solicitation, stewardship) and tailoring approaches accordingly.

- Data literacy: Competence with donor databases/CRMs (e.g., Raiser's Edge, Salesforce NPSP, DonorPerfect) to track interactions and analyze giving trends.
- Storytelling and case articulation: Ability to convey an organization's mission and impact in compelling, donor-centered language.
- Public speaking and presentation: Confidence presenting to individuals or small groups, including board members and high-net-worth donors.
- Valid driver's license, access to a personal vehicle, and willingness to travel regularly across assigned community
- Occasional evening or weekend work to support events or donor availability

Interested candidates should email a cover letter and resume indicating "Strategic Partnership Lead" in the subject line to: careers@uhs.on.ca

We appreciate the interest of all applicants however it is our practice to contact ONLY those candidates who are chosen to proceed to the interview and selection process. Unionville Home Society does not use Artificial Intelligence (AI) to screen, select or assess applications for job postings.

Unionville Home Society is committed to fostering an inclusive and accessible environment. UHS provides employment accommodation in accordance with the *Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act (AODA)*. Furthermore, UHS is committed to diversity and welcomes all applications from Indigenous peoples, people with disabilities, members of sexual minority groups, members of racialized groups, women and any others who may contribute to the further diversification of our community. Please advise careers@uhs.on.ca if you require accommodation.

Land Acknowledgement:

Unionville Home Society acknowledges the traditional territories of the Anishinaabe Peoples, the Haudenosaunee Peoples and the Huron Wendat and recognizes their stewardship of the land and its resources. This territory is covered by Treaty 13 and the Williams Treaty and according to the "one dish, one spoon" concept of environmental stewardship, all people living on this land have the responsibility to ensure that the dish will never be empty.

All of us at Unionville Home Society take pride in the rich indigenous history of the land and are committed to building a brighter, more honest, more inclusive future where Indigenous perspectives are recognized within Markham's diverse tapestry of communities.