



Senior Manager, Fund Development

Location: Hybrid (Ontario-based preferred)

Type: Full-time

Reports to: Executive Director

About HOPE

HOPE is a registered Canadian charity offering evidence-based, strengths-focused peer support to parents navigating challenges with their teen or young adult children. Families come to HOPE because they need connection, understanding, and a path forward — and demand for our programs is growing rapidly across Ontario and, soon, across Canada.

This is a pivotal moment in our growth. We're expanding our fundraising capacity to ensure every family can access the support they deserve.

The Opportunity

We're seeking a strategic, relationship-driven **Senior Manager, Fund Development** to lead HOPE's fundraising and donor stewardship portfolio. This is a high-impact role for someone who excels at building systems, cultivating meaningful donor relationships, and driving sustainable revenue growth.

You will work closely with the Executive Director and Director of Growth & Partnerships to strengthen HOPE's financial resilience and support our national expansion.

If you're energized by building something with purpose — and want your work to create real, visible impact — this role is for you.

Why Choose HOPE

A mission you can stand behind

Do you want to champion causes that matter? At HOPE, your work directly expands access to life-changing support for families facing youth mental health challenges. Every gift you secure translates into more parents supported, more groups running, and more families finding stability and hope.

A rare opportunity to build — not just maintain

This role is ideal for a fund development professional who thrives on creating systems, shaping strategy, and building something meaningful. You'll have the autonomy to design multi-year fundraising plans, build donor pipelines, and establish stewardship systems that will support HOPE's national expansion.

Your ideas won't sit on a shelf — they'll become part of HOPE's foundation.

A culture that understands and values fundraising

You'll join a leadership team that sees fundraising as mission-critical. We collaborate closely, celebrate wins, and understand the strategy, discipline, and relationship-building required to do this work well. You'll have support, trust, and room to lead.

Flexibility, trust, and room to grow

We offer competitive compensation, hybrid work, professional development, and a values-driven culture that prioritizes wellbeing. As HOPE grows, so will your opportunities for leadership.

Key Responsibilities

Fundraising Strategy & Execution

- Develop and implement annual and multi-year fundraising plans aligned with HOPE's strategic priorities.
- Lead an annual giving program that expands recurring monthly giving and builds a pipeline for mid-level and major donors.
- Identify, cultivate, solicit, and steward major gift prospects, including individuals, alumni, and family foundations.
- Lead corporate partnership and sponsorship strategies that align with HOPE's mission and visibility goals.
- Oversee the full grants cycle — prospecting, proposal development, submission, and reporting.
- Plan and execute multi-channel fundraising campaigns, including digital appeals, peer-to-peer initiatives, and event-based fundraising.

Donor Stewardship & Engagement

- Develop and implement stewardship plans that recognize, retain, and deepen donor relationships.
- Ensure timely, meaningful donor communications, impact reporting and recognition.
- Collaborate with the Director of Growth & Partnerships to integrate donor engagement and recognition into HOPE events.
- Build alumni giving programs and long-term donor pipelines.

Leadership & Collaboration

- Work closely with senior leadership to align fundraising with organizational goals.
- Support staff, volunteers, and Board members in building a culture of philanthropy across HOPE.
- Represent HOPE at fundraising, sector, and community events.
- Contribute to organizational planning and reporting to ensure transparency and accountability.

What You Bring

- CFRE certification (or equivalent experience with willingness to pursue certification).
- Proven track record in fundraising, donor cultivation, and stewardship.
- Demonstrated success securing major gifts, corporate sponsorships, and grants.
- Strong strategic planning and execution skills.
- Exceptional communication and relationship-building abilities.
- Experience in nonprofit leadership, ideally in mental health, family services, or community development.
- Familiarity with CRM systems and digital fundraising tools.
- Passion for HOPE's mission and values.

Assets:

- Lived experience with youth mental health, addictions, or the youth justice system.
- Bilingual (English/French).
- Experience working with volunteer boards and committees.

What We Offer

- Salary: \$80,000–\$95,000, commensurate with experience
- Competitive benefits package
- Flexible hybrid work arrangements
- A collaborative, values-driven culture
- Professional development opportunities
- The chance to shape the future of a growing, mission-driven organization and make a meaningful impact in the lives of families across Canada

How to Apply

To apply, please send your resume along with a cover letter that clearly outlines:

- How you understand the *work* of fund development in a growing, mission-driven organization
- How you connect with HOPE's mission and values
- How you understand the *moment* HOPE is in — our growth, our opportunity, and the role fundraising plays in our next chapter

We use the cover letter as an essential part of our screening process. Applications submitted without a cover letter will not be reviewed.

Please email your application to careers@hope4parents.ca with the subject line:
Senior Manager, Fund Development – Application

Diversity, Equity & Inclusion

HOPE is committed to building a diverse, equitable, and inclusive workplace where all team members feel valued, respected, and supported. We strongly encourage applications from Indigenous peoples, racialized individuals, persons with disabilities, 2SLGBTQIA+ individuals, newcomers to Canada, and anyone with lived experience related to our mission. We are dedicated to creating an accessible recruitment process and will provide accommodations upon request at any stage.