



Title: Director, Major Gifts

Reports To: Executive Vice President, Philanthropy

Location: Toronto, Ontario

Employment Type: Full Time (Hybrid, Min 2 days/week in person)

Salary Band: \$95,000 – \$105,000 annually + benefits

The Terry Fox Foundation

The Terry Fox Foundation stands as one of Canada's most iconic and impactful charitable organizations, rooted in the extraordinary legacy of Terry Fox. In 1980, after losing his leg to osteogenic sarcoma, Terry embarked on the Marathon of Hope—a cross-country run to raise awareness and funds for cancer research. His journey, marked by courage, resilience, and unwavering determination, captured the hearts of Canadians and inspired a nationwide movement.

Although Terry's run was cut short after 143 days when his cancer returned, his dream lives on. Today, the Terry Fox Foundation continues to uphold his vision by funding innovative cancer research and inspiring millions through his story. With over 10,000 annual Terry Fox Runs held in communities across Canada, the Foundation plays a vital role in fostering national unity, promoting health and wellness, and advancing scientific discovery. For over four decades, the Foundation has united Canadians in the pursuit of a world without cancer.

Why This Role Matters

At the Terry Fox Foundation, we are building a world class philanthropy team grounded in Terry's enduring values: Integrity, Inclusivity, Perseverance, Creativity, Excellence. As we enter a bold and transformative chapter in the fight against cancer, this is an exceptional opportunity to contribute to a high performing team with ambitious goals and play a meaningful role in advancing Terry's vision to *Finish It*.

As we embark on an exciting new chapter in the fight against cancer, we're looking for a relationship-driven fundraiser who is passionate about connecting donors to meaningful impact. This is an opportunity to help grow our major gifts program by identifying, cultivating, soliciting, and stewarding donors capable of making transformational investments in cancer research.

If you enjoy opening doors, building authentic relationships, uncovering new opportunities, and helping donors achieve their philanthropic goals, we'd love to hear from you. Reporting to the Executive Vice President, Philanthropy, the Director, Major Gifts will play an important role in growing the Foundation's pipeline of major gift supporters.

You'll focus on developing relationships with new and existing individual donors, foundations, and corporate partners capable of making six-figure+ gifts. Working collaboratively with colleagues across Philanthropy, Marketing, Community Giving, and the Terry Fox Research Institute, you'll connect supporters with compelling opportunities to advance world-leading cancer research.



This is an ideal opportunity for an ambitious major gift fundraiser looking to take the next step in their career while helping build one of Canada's most exciting philanthropy programs.

What You'll Do

Grow a Strong Major Gift Pipeline

- Translate donor passion and connection to Terry Fox's legacy into meaningful philanthropic investment by understanding each donor's motivations and aligning them with impactful giving opportunities.
- Build, manage, and grow an active portfolio of qualified major gift prospects and donors.
- Identify, qualify, cultivate, solicit, and steward individuals, corporations, and family foundations capable of making five- and six-figure gifts.
- Proactively develop new prospect pipelines through research, referrals, networking, and community engagement.
- Move donors through all stages of the fundraising cycle using thoughtful, personalized engagement strategies.
- Develop compelling proposals and gift opportunities that align donor interests with the Foundation's priorities.
- Secure multi-year and major gift commitments while building long-term donor relationships.

Develop New Business & Partnerships

- Identify new corporate and foundation prospects that align with the Foundation's mission.
- Build meaningful relationships that can grow into long-term philanthropic partnerships.
- Represent the Foundation at meetings, networking events, and cultivation opportunities.
- Collaborate with senior volunteers and Foundation leadership on select donor strategies and introductions.

Collaborate Across the Organization

- Identify opportunities to strengthen cross-functional referrals across the organization, partnering with colleagues to uncover, qualify, and advance new major gift prospects.
- Partner with colleagues across Philanthropy and Marketing to deliver exceptional donor experiences.
- Work closely with researchers and program leaders to communicate the impact of donor investments.
- Maintain accurate donor records and move management activity within Salesforce.
- Contribute ideas that strengthen prospect identification, donor engagement, and fundraising performance.



Who You Are

- Approximately 5–7 years of progressive fundraising, business development, sales, or relationship management experience, with at least 3 years focused on major gifts or equivalent relationship-based fundraising.
- A proven relationship builder who enjoys meeting new people and developing long-term partnerships.
- Demonstrated success securing major gifts, philanthropic strategy or business development relationships.
- Curious, proactive, and comfortable building relationships with new prospects.
- Strong communicator with excellent presentation, proposal writing, and interpersonal skills.
- Highly organized with strong portfolio management and follow-through.
- Comfortable working independently while collaborating with colleagues across the organization.
- Passionate about Terry Fox's legacy and inspired by the opportunity to accelerate cancer research.

What Success Looks Like

- A growing pipeline of qualified major gift prospects.
- Increased acquisition of new major donors.
- Strong donor retention and meaningful stewardship experiences.
- Successful cultivation of new corporate and foundation relationships.
- Consistent achievement of major gift activity and revenue goals.
- Trusted relationships with donors who feel connected to the Foundation's mission and impact.

How to Apply

Your talents, passion, and dedication will help us continue Terry's legacy and make a lasting impact in the lives of so many families affected by cancer. To begin a meaningful new journey with us, please submit a cover letter and resume to careers@terryfox.org.

We are dedicated to employment equity, and we value diversity in the workplace. If you require any accommodation during the recruitment process, please reach out to us.

To be considered for this position, applicants must be legally eligible to work in Canada at the time of application. The Terry Fox Foundation is unable to support work permit or immigration applications for this role. Employment is contingent upon the Foundation's receipt of all required documentation.

While we thank all applicants for their interest, only those selected to move forward in our screening process will be contacted.