

# Vice President, Philanthropy and Partnerships

WORLD VISION CANADA





# About us

World Vision is a global community of millions, working together for one purpose: **to change the lives of vulnerable children.**

World Vision is the largest child-focused private charity in the world. Our 34,000+ staff members working in nearly 100 countries have united with our incredible supporters to impact the lives of over 200 million vulnerable children by tackling the root causes of poverty.

Through World Vision every 60 seconds  
...a family gets water  
...a hungry child is fed  
...a family receives the tools to overcome poverty.

We welcome anyone with the will to make a positive change for children and who shares our vision.

**Join us!**



# A History of Taking Action

*Even if it wasn't popular*

World Vision's work began in the 1950s, with one man who committed to help one child in one country with just \$5. That man was Bob Pierce — a preacher and war correspondent who witnessed tragedy and poverty as he helped missionaries across Asia. He began work in China and Korea dedicated to the care of orphans, and personally raised financial support that came almost exclusively from churches and the Christian community in the United States. Today, 70 years later, World Vision has grown into a global organization with a sweeping scope: helping approximately 35 million children and their families, through over 37,000 global staff and projects in nearly 100 countries.



**1950s**

Helping one little girl with \$5 in his pocket, Bob Pierce starts World Vision



**1970s**

Coming to the aid of stranded Vietnamese refugees with Operation Seasweep



**1980s**

"First in" during the Ethiopian famine. "Last out," leaving behind fertile, green valleys



**1990s**

Challenging the church to care about the AIDS crisis, even when it was a tough topic



**2000s**

Rebuilding lives after the Asian tsunami with short-term relief and long-term recovery



**TODAY**

Helping approximately 35 million children in nearly 100 countries





# Every child

## Our Vision

Our strategy is a promise to vulnerable children—to relentlessly pursue our vision, **for every child, life in all its fullness; our prayer for every heart, the will to make it so**

## until they:

- Enjoy good health and are protected from disease
- Are educated for life and enabled to fulfill their potential
- Are cared for, protected and participating
- Experience the profound security of the love of
- God and others



# Working with World Vision Canada



## PARTNERING EFFECTIVELY

We partnered with government agencies, churches, businesses and Canadians like you, to be effective for children in complex times.



## RESPONDING TO EMERGENCIES

We responded tirelessly and in COVID-safe ways to children facing civil conflict, displacement, food insecurity, economic and natural disasters



## DEVELOPING COMMUNITIES

We adapted our programs, including our cornerstone community development model, helping children through a challenging new normal.



## ADVOCATING FOR CHILDREN

We championed children everywhere, keeping them on the radar of Canada's government, and within their own countries.

# 2021 ACHIEVEMENTS



**MICHAEL MESSENGER**  
President and CEO,  
World Vision Canada



**LOCATION**  
Mississauga, Ontario



## Our Strategy

*World Vision's global strategy is a renewed promise to the world's most vulnerable children.*

### **Our mindsets and behaviors to realize Our Promise:**

- Unity and trust
- Wise stewardship
- Ethical use and privacy of digital information
- Looking outward
- Timely truth telling with love

[Learn more about Our Promise](#)





## Our Values

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- ✓ We are **Christian**
- ✓ We are **Committed to the Poor**
- ✓ We are **Stewards**
- ✓ We are **Partners**
- ✓ We are **Responsive**
- ✓ We **Value People**

Our values embody what we stand for. They're what we live by, personally, professionally and as a brand.







## Our Culture

Our organizational culture reflects a “Partnership” of all World Vision offices. This Partnership is founded in and united by our shared Christian values. Our mission is to follow our Lord and Saviour Jesus Christ in working with the poor and oppressed to promote human transformation, seek justice, and bear witness to the good news of the Kingdom of God.

A career with World Vision is a God-given calling, and we believe that every staff member has been brought to World Vision for God’s purposes.

**We are passionate in our commitment of fostering a culture where everyone feels represented and valued and has equal opportunity to learn, grow and contribute their best.** Whether working from home, in an office, or with children and community members, we celebrate and embrace each staff member’s diverse background and talents. – knowing that together, we can make a difference.



Follow us: [#WeAreWorldVision](https://www.instagram.com/weareworldvision)





### This is a Hybrid (in-office/remote) position;

Reporting to the Mississauga, Ontario office



## Here's where you come in

We are seeking a new leader for our Philanthropy and Partnerships team in Canada, someone who can lead a talented fundraising team to inspire Canadian supporters to engage and invest in some of our exciting visions for the future: unleashing the hope, initiative and creativity of vulnerable young people to help transform their lives; providing families the tools to overcome extreme poverty in the world's most fragile places; giving women and girls the opportunities to flourish and reach their full potential. When you work at World Vision, your passions and talents come together to meet the greatest needs in the world today. As we follow Jesus, we go to ends of the earth and into the margins. Where few go and the road is less traveled. This servant leader will work with internal stakeholders and external partners to ensure alignment with the enterprise organization strategy, Objectives and Key Results (OKRs) and the World Vision partnership aspiration.

The **Vice President, Philanthropy and Partnerships** will generate value and raise funds for World Vision's international programs through leadership of all philanthropic engagement and relationships with **high-net-worth individuals, corporations, foundations, and legacy givers as well as develop meaningful partnerships with Canadian churches.**

As a member of the Senior Leadership Team, you will participate in strategic planning for the organization and create a growth plan for the Philanthropy and Partnerships team that inspires and provides a way for Canadians to shift the typical charitable value exchange from simply good will to effective impact in the world. We aspire for World Vision Canada to be the top partner of choice for high-net-worth givers and other specialized partners.



# Your Responsibilities

## ➤ **Team Leadership**

Provide leadership, inspiration, and direction to the Philanthropy and Partnerships team. Coach and mentor direct reports so they can grow and serve as capable and confident contributors. Create an environment of respect, accountability, motivation, and productivity. Ensure ownership and clarity of goals, encourage and foster collaboration and innovation within and between units, and across the organization. Ensure that the necessary capabilities and supporting infrastructure are in place for the whole team to thrive. Encourage the team to identify synergies and opportunities with other functional groups and ensure proactive planning and communication where there is intersection of products, brand, donor communications, supporter experience, etc. Model Christian servant leadership in an authentic fashion that is humble and yet sets a high standard for excellence in performance.

## ➤ **Sustainable Revenue Growth**

Grow the revenue stream through effective stewardship of existing donors by strengthening development strategies and by implementing aggressive plans to prospect for and engage new donors through innovative fundraising approaches. Develop and execute clear short-term and long-range plans for development with a focus on income diversification.

## ➤ **Campaign Performance**

Lead, equip, and empower teams to continue the build and successful launch of our large-scale capital campaign. This includes building all infrastructure components, capabilities, team talent, processes, tools, and collaborating with various functional areas to ensure we raise the most fuel for the mission.

## ➤ **Donor Relationships**

Manage a personal portfolio of key donors and prospects. Identify and plan for each key donor relationship by creating a unique approach to meet individual needs and expectations. Engage in personal connection and close on requests for any donor relationship in support of the team.

## ➤ **Volunteer Relationships**

Work in partnership with the President and CEO to assist recruitment, orientation and ongoing support of Campaign volunteers and Campaign Cabinet. Implement best-practices and directly lead strategies for volunteer-led initiatives.

## ➤ **Strategic Planning**

Work with the Chief Operating Officer and colleagues to create an achievable high-level vision and overall direction for the team. Develop corresponding mid and long-term plans and communicate with and inspire the team on the strategy and alignment.

## ➤ **External Relations**

Represent World Vision Canada within the World Vision Partnership to share, collaborate and solve challenges, including through matrix connections with global philanthropy initiatives. Seek opportunities to leverage best practices from the global partnership, to move quickly and maximize efficiency and effectiveness. Maintain a public-facing leadership role in the not-for-profit sector through attendance and presentations at professional conferences and through membership in and contribution toward professional societies or working groups. Stay abreast of philanthropic, economic, social, and educational trends related to fundraising and to current themes such as education for girls. Ensure that the team is well informed of changes in legislation and other trends and initiatives that could impact fundraising efforts.

## ➤ **Church and Christian Partnerships**

Empower team to grow our partnership with Canadian churches, Christian faith leaders and pastors, and Canadian Christians in effort to pursue and support our organizational mission.



# Does This Sound Like You?

## ➤ You are a servant leader that is people-centric, entrepreneurial, data savvy, and a great storyteller who communicates from the heart, executes with the mind, and is inspired by the Holy Spirit.

- Passion for our mission; an unyielding commitment to our vision – “Life in all its fullness for every child.”
- Progressive leadership experience in the not-for-profit sector or a combination of education and experience including corporate for-profit experience
- Fosters a data-driven and highly relational environment that is conducive to entrepreneurship
- Experience in identifying strategic business development opportunities and developing and leading such initiatives in an agile environment
- You are excited to mentor, coach, and engage teams to unleash their God-given potential and set them up for success while leaning in with your unique expertise and perspectives

## ➤ You are a passionate fundraiser who builds required systems and ways of working and unifies a team to perform at high levels of excellence.

- Extensive experience in fundraising with capital campaigns, major gifts, annual giving, and planned giving is strongly desired
- Consideration will be given to B2B sales experience where a strong discipline in strategic selling, commercial pipeline development, relationship management and associated disciplines is present with the appreciation that there are meaningful aspects unique to philanthropy that are key to learn quickly
- Experience in building a culture of philanthropy and act as champion for the whole organization in cross-functional collaboration opportunities
- Proven track record securing significant major gifts from individual donors with deep expertise in all aspects of major gift fundraising, including pipeline development, cultivation, and solicitation of gifts at the seven-figure level and above
- Experience developing major gift strategies, and execution, including cultivation, solicitation, and stewardship
- Demonstrated ability to align strategic and philanthropic plans to promote, support and meet the revenue deliverables blending and aligning the mix of activities across different audience/offering types
- Strategic understanding of the competitive nature of the high profile, high net worth, philanthropic and/or non-profit marketplace, and ability to stand out within it
- Demonstrated ability to build donor relations plans across all categories of giving with success creating strategies that convert donors to higher levels of giving
- Certified Fundraising Executive (CFRE) designation or working towards designation considered an asset.

## ➤ You are a creative thinker.

- Strategic out-of-the-box thinker that translates market and technology trends, competitive intelligence, and cross-functional input into actionable and innovative roadmap initiatives
- Collaborate with the Vice President, Marketing, (and team) to create compelling donor communications that are aligned with market-facing messaging to catalyze engagement with donors/prospects, moving them through the donor cycle and pyramid
- Openness to explore new and innovative revenue-generating ideas
- Provides thought leadership to formulate and drive campaigns

## ➤ You are driven and results oriented.

- Incorporate horizon planning into operational planning to consider short, medium, and long-term tactics and strategies
- Demonstrable experience in creating, tracking, and meeting objectives and key results (OKRs), monthly, quarterly, and annually

## ➤ You are a trusted thought partner.

- Handle sensitive and confidential information appropriately and with integrity
- Catalyze robust discussions with senior leaders, while maintaining mutual trust and respect
- Experience in Christian servant leadership, Christian faith in action, and spiritual formation of staff is valued
- Ability to foster and develop key relationships with community leaders, staff members, Board of Directors, and volunteers

## ➤ You are a collaborative and persuasive communicator.

- Build and nurture collaborative interactions with cross-functional teams of internal and/or external stakeholders (including Board of Directors, donors, volunteer committees, staff, etc.)
- Demonstrated experience building relationships with donors, volunteers and other key stakeholders.
- Well-honed diplomacy and communication skills, in addition to an engaging presentation ability
- Ability to work effectively in a team setting, inspiring confidence through clear communication of direction and demonstrable expertise

**CLICK HERE** for a full list of Responsibilities and Requirements for the Vice President, Philanthropy & Partnerships role.

**Note:** Consideration will be made for those with a different combination of the education and experience as described above



## Is this job for you?

For more information or to apply -  
please send your cover letter and  
resume to **Mark Kraft** at  
**[info@nelsonandkraft.com](mailto:info@nelsonandkraft.com)**

*Nelson/Kraft & Associates Inc. is an executive  
search firm specializing in the recruitment  
of executive management and fundraising  
personnel in the charitable sector.*

**World Vision**

World Vision Canada is in **Canada's Top 100 Employers 2022.**

For more information on World Vision Canada, please visit our **[website.](#)**