



Opportunity Profile

DIRECTOR OF PHILANTHROPY
PARTNERSHIPS

NELSON/KRAFT
AND ASSOCIATES

EXECUTIVE SUMMARY

World Vision Canada (WVC) is searching for a relational fundraising executive with a non-profit and for-profit background to join their team as Director of Philanthropy Partnerships.

In this crucial role, you will be accountable for guiding and improving the performance of WVC's church and corporate engagement teams. As the Director of Philanthropy Partnerships, you'll foster impactful relationships with Canadian churches, Christian leaders, business executives and corporations to advance the mission against global poverty and injustice. Your leadership will drive, inspire, steer, and innovate strategies to enhance WVC's fundraising and partnership efforts while encouraging spiritual and social change.

If you are a seasoned fundraising professional with a passion for networking and organizational growth, and you fully align with the convictions of WVC, we would love to connect with you!





WHO WE ARE

World Vision Canada is a global relief, development, and advocacy organization. Our focus is helping the world's most vulnerable girls and boys overcome poverty and experience fullness of life.

WHAT WE DO

Grounded in more than 70 years of experience and expertise, World Vision works alongside communities, supporters, partners, and governments to change the way the world works for children, focusing on three specific areas: emergency relief, transformational development, and promotion of justice.

WHY WE DO IT

We are inspired and motivated by our Christian faith. We believe in upholding, restoring, and honouring the dignity and value of every human being, and we work alongside the most vulnerable as a demonstration of God's love.

World Vision serves all people—without distinction of any kind, such as race, colour, sex, language, religion, political opinion, national or social origin, property, birth, sexual orientation, gender identity, or other status.



OUR HISTORY

For more than 70 years, World Vision has been committed to protecting and caring for children and those in need. From our founder Bob Pierce giving the last \$5 in his pocket to help care for an abandoned Chinese girl in 1947, to then-CEO Stan Mooneyham purchasing a large ship in 1979 to rescue refugee families stranded at sea in Vietnam, World Vision has gone where others would not. Even in the places where it is hardest to be a child, God is there—and we should be there too. So, our mission continues.

Foundation of World Vision: 1950s

Bob Pierce founded World Vision three years after he came face to face with an abandoned child and chose not to look away. Determined the last \$5 in his pocket wasn't enough, he knew more people had to be involved for a long-term solution and broader impact. Initially based in the state of Oregon, the organization focused on missions service for emergencies in East Asia.

Our global impact today

Today World Vision has become the largest Christian international non-governmental organization working in nearly 100 countries worldwide. In 2022 alone, World Vision supported around 30 million people through 59 global emergency responses, provided 10.3 million people with food, and helped 3 million people to gain access to clean water. Through Child Sponsorship, 3.2 million vulnerable children were given a second chance in life.

KEY RESPONSIBILITIES

Strategic Leadership & Performance Management

- Church & Christian Partnerships: lead, direct, and drive high-impact strategies with the Head of Church & Christian Partnerships and team by focusing on enhancing and expanding engagement, including new offerings to support WVC's mission, vision, values and global strategies, fundraising and resource development, public engagement, and overall brand goals.
- Corporate Partnerships: lead, direct, and drive high-impact strategies with the Head of Corporate Engagement and team. The corporate team is focused on enhancing and expanding corporate fundraising relationships, strategically innovating, and rapidly growing fundraising relationships with businesses across Canada to fuel World Vision's mission through corporate multi-year pledges, single gifts, gifts-in-kind, sponsorships, emergency response funding, and children sponsored.
- Ensure you lead key performance metrics with each Market Head (Church and Corporate) and their teams by focusing on philanthropy training, performance management, and advisor engagement in each market.





Innovative Partnership Development

- Lead the development of market-targeted, value-focused initiatives that engage church and corporate leaders, ensuring mutually beneficial outcomes that enhance impact.
- Boost the ministry's influence and fundraising potential by fostering and supporting new and ongoing partnerships.



Cross-functional Collaboration & Integration

- Work alongside the executive office to represent WVC at speaking engagements and public forums to increase awareness of the mission and build strong relationships with key stakeholders.
- Collaborate intensively with internal groups (philanthropy operations, segment agile teams, brand & creative, ITS & digital) to harmonize messaging, campaigns, and research within the church and corporate engagement strategies.
- Deliver specialized consulting and strategic guidance to ensure coherence with WVC's principles and enhance communication with leaders and organizations in each market.
- Participate as a key contributing member of the philanthropy leadership team including identifying issues and building strategy, team development, and collaboration.



Team Leadership & Development

- Lead and support the church engagement team and corporate engagement managers, ensuring they achieve their objectives and key results (OKRs) while reflecting WVC's values.
- Individually oversee a portfolio of influential partnerships, demonstrating networking and relationship development excellence.
- Collaborate with the B2B People Manager to ensure continuous support for team members' personal growth within the church and corporate teams.



QUALIFICATIONS

- Deep commitment to WVC's mission with a thorough theological understanding of poverty and injustice.
- Proven track record of building and maintaining senior-level relationships within Canadian Christian community across various denominations and for-profit B2B business sectors.
- Extensive experience in international relief, development, or advocacy, with a focus on fundraising and business development.
- Excellent communication skills, both written and verbal, with substantial public speaking experience.
- Appreciation for diverse Christian traditions and the ability to adapt engagement approaches accordingly.
- At least 10 years of advancing leadership experience in ministry (non-profit) and sales settings (for-profit) or similar areas, with a minimum of 8 years' demonstrating effective team management and performance enhancement.

QUALIFICATIONS CONTINUED

Educational Qualifications

- Bachelor's Degree: A degree in fields such as business administration, non-profit management, theology, organizational leadership, or a related field is required.
- Advanced Degree: A master's degree (e.g., MBA, MPA, or a master's in organizational leadership or divinity) is preferred, and that can demonstrate a deeper understanding of leadership and management principles.

Performance Metrics

- Boost trust and value perception among faith leaders and corporate decision-makers by achieving an increase in positive stakeholder feedback and a rise in engagement metrics within the first year.
- Meet or exceed fundraising and engagement goals by securing fund targets and increasing engagement metrics through targeted leadership and strategic initiatives.
- Achieve and sustain high employee engagement within the B2B market teams by achieving Our Voice engagement scores, as measured by annual employee surveys.

OUR SEARCH TEAM



mark@nelsonandkraft.com
778.982.4427

MARK KRAFT LEADING THE SEARCH

Mark is a trusted and sought-after executive search leader, with over 20 years of combined experience in the public and private sectors. Bringing a deep level of care and commitment to his clients, Mark has successfully led over 100 executive talent searches across Canada, for roles ranging from CEO to CFO, to COO. With his breadth and depth of experience, Mark has become a respected advisor and go-to expert for non-profit, charity, and faith-based organizations looking to source top executive talent.



shawn@nelsonandkraft.com
604.614.2665

SHAWN PLUMMER SUPPORTING THE SEARCH

Shawn is a senior executive who, after 22 years in international relief and development, most recently served as President & CEO of Food for the Hungry Canada. His career has led to deep relationships and respect within his broad network of non-profits and businesses globally and across Canada. With invaluable program and leadership experience, a history of managing large teams, as well serving as a board member himself, Shawn is well equipped to come alongside your organization to ensure you have the right leadership team in place to drive your future success.



matt@nelsonandkraft.com
613.355.1412

MATT ROBBERSTAD
SUPPORTING THE SEARCH

Matt is an accomplished Talent Acquisition Manager with a strong background in the non-profit sector. With over a decade of leadership experience in recruitment and retention, he has a proven record of success. Matt has effectively managed end-to-end recruitment processes for a wide range of positions at Christian Horizons, a major faith-based developmental service organization in Canada. His extensive expertise in recruitment and selection enables him to identify the ideal candidates for various organizational roles. Additionally, Matt is well-versed in employee relations, engagement, and human resources, making him a valuable consultant. Through a ministry-minded focus, and commitment to responsiveness, he aims to serve his stakeholders with excellence as an Associate.



alexa@nelsonandkraft.com
604.226.8846

ALEXA KROEKER
SUPPORTING THE SEARCH

With extensive experience in executive and board assistance, Alexa combines her recruitment expertise with a keen understanding of organizational needs to build high-performing teams. She's adept at crafting compelling job descriptions and leveraging targeted advertising strategies to attract the best candidates for your organization. From the initial kickoff meeting, Alexa listens attentively to understand the nuances of your ideal candidate, ensuring a tailored and effective recruitment approach. Committed to excellence, Alexa is your go-to partner for successful talent acquisition, driving your organization towards greater success.

ESTIMATED SEARCH TIMELINE

While every search is dynamic and time frames are hard to predict, the following is an overview of the expected timeline and details for this search:

Location: Ontario (GTA, preferred)

Application Deadline: January 3, 2025

Short List Interviews: January 2025

Start Date: TBD

Salary Range: \$100,000 - \$125,000

HOW TO APPLY

Apply online at nelsonandkraft.com/jobs with your cover letter and resume. You must be eligible to work in Canada.

Nelson/Kraft & Associates Inc. is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

Nelson/Kraft & Associates Inc. welcomes and encourages all interested applicants to apply for this position and is committed to the principles of diversity and inclusion in its hiring practices, and will only make distinctions among interested applicants in accordance with the applicable Human Rights legislation.

Nelson/Kraft & Associates Inc. also welcomes and encourages applications from candidates with disabilities. Accommodations are available on request for candidates taking part in the selection process. If you require disability-related accommodation during the recruitment process, please contact us.