



Opportunity Profile

DIRECTOR, PHILANTHROPY &
PARTNERSHIPS

NELSON/KRAFT
AND ASSOCIATES

EXECUTIVE SUMMARY

World Vision Canada (WVC) is looking for an experienced fundraising professional, thought leader, encourager, and connector to join their team as Director, Philanthropy & Partnerships.

This strategic, mission-centric leadership role is externally focused to inspire, build, and enable mutually beneficial partnerships with Canadian churches, Christian faith leaders and pastors, and Canadian Christians to support World Vision's mission to follow Jesus in working with people facing poverty and injustice to promote human transformation, seek justice, and bear witness to the good news of the Kingdom of God. This new role is specifically focused on how we can pursue and support this mission through partnerships with churches and Christian faith communities to contribute to spiritual and social transformation.

The role of Director, Philanthropy & Partnerships will lead a team of Corporate Engagement Managers to strategically innovate and rapidly grow 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. This leadership role will work across the World Vision organization to integrate corporate engagement fundraising opportunities in all facets of World Vision's operations as well as to share data from which new offerings can be developed that will increase World Vision's market share of total dollars corporations spend with charities.

If you are a seasoned fundraising executive and ambassador of World Vision's vision and mission, 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

- Responsible for the development and execution of the church, denomination, parachurch, and Christian organization partnership and engagement strategy, including new offerings to support WVC's mission, vision, values, and global strategies, fundraising and resource development, public engagement, and overall brand goals.
- Accelerate existing solutions and help create new transformational discipleship experiences to galvanize Christians, churches, and faith leaders to positively support vulnerable girls, boys, and their families involved in World Vision's international ministry, including in some of the world's most fragile contexts.
- Lead WVC to develop new partnerships with parachurch organizations, denominations, and pastor networks with a goal of building mutually beneficial, long-term value exchanges that demonstrate how together through service to the poor we can contribute to the health of the local and global Church, and to heal and strengthen people's relationships with God and one another.
- Develop and help grow the ministry impact and fundraising capacity of churches and other Christian organizations who have a desire to do good globally through partnering with WVC to directly benefit the children and families in communities served.





- Accountable for a moves management model to facilitate a two-way value exchange between pastors and churches and WVC that contributes to the discipleship needs of congregations and creates positive global impact, such as through offerings like Chosen and child sponsorship.
- Lead and collaborate with the Church Engagement Team on the creation and successful execution of an engagement plan with churches across Canada, ensuring successful program delivery and supporting team members and other staff in their roles.
- Based on the priorities of the President, support the Executive Office to access opportunities to speak across Canada to pastors and Christian faith leaders, church congregations, and parachurch organizational gatherings to help positively influence awareness and understanding of the mutual value exchange of partnering with World Vision to improve the lives of children globally.
- Act as ambassador and representative of WVC; able to communicate with depth of knowledge and theological understanding of the ministry, and council the President on theological content.
- Provide subject matter expertise consulting to internal teams on how best to connect and integrate their related activities with the audiences listed above in ways that align with how to better communicate WVC's Christian faith and calling, add mutual value, build trust, and strengthen relationships with pastors and Christian faith leaders.
- Represent WVC to global World Vision networks and affinity groups collaborating to support church engagement, including with World Vision International.

- Create and execute an overarching engagement strategy and plan for church and faith organizations that aligns with the overall WVC marketing, event, and fundraising strategies that touch church-going communities across Canada.
- Utilize a persuasive, relationship-based approach that will result in an increased number of engaged/highly engaged churches advocating and fundraising for the needs of the children and allowing more Canadians to engage in the mutual transformational experience of helping children living in dangerous places, grounded in WVC's understanding of Christian faith and calling.
- Set target metrics for the Church Engagement Team as they execute on a portfolio of standard and personalized strategic plans. Provide coaching, encouragement, and training to ensure the team is always equipped to meet their Objectives & Key Results (OKRs) while reflecting the values of World Vision. Lead by example through networking and holding a personal portfolio of partnerships with Christian organizations.
- Ensure parachurch organizations, denominations across Canada, and pastoral communities are aware of World Vision's humanitarian and development programming and that WVC seeks to reflect God's unconditional love for children, and address root causes of child vulnerability, including spiritual causes.
- Work with all marketing and engagement teams to help integrate messaging and campaign activities, as relevant, into the overall Church Engagement Plan (and vice versa into their plans).
- Provide subject matter expertise consulting, as needed, in the development of WVC creative assets and content to ensure relevancy, alignment with WVC's approach to expressing Christian faith and calling, and demonstrating value to Christian leaders and their stakeholders.
- Provide strategic advice to the President, Senior Leadership Team, and WVC Board of Directors, as appropriate, to support WVC's profile as a leading Canadian Christian organization.

QUALIFICATIONS

- Passion for World Vision's mission, a commitment to the vision, mission, and core values, and a deep theological understanding of God's heart for people facing poverty and injustice.
- Minimum 10 years of progressive ministry leadership experience through a combination of church ministry, leadership experience such as a pastor, church employee, parachurch leader, or a highly engaged Christian lay leader (i.e. Church board member).
- Minimum of 8 years' experience leading and managing teams with a track record of strengthening staff capabilities.
- Undergraduate or master's degree in theology, education, communication, another related field, or equivalent experience.
- Experience in building partnering relationships and networking among senior leaders in churches and/or Christian organizations from a variety of traditions and denominations.
- Understanding of and experience with international relief, development, and/or advocacy activities to support poverty alleviation; international or field experience, desired.
- Experience in fundraising, sales, or business development activity that yielded strong financial results.
- Excellent oral and written communication skills with strong experience in public speaking.
- Deep appreciation and respect for the diversity of different Christian faith traditions and denominations; a proven ability to adapt personal approach accordingly.
- Understanding and empathy towards the needs and issues of faith leaders, and a proven ability to respond and relate to those varying needs.

OUR SEARCH TEAM



shawn@nelsonandkraft.com
604.614.2665

SHAWN PLUMMER LEADING 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.



mark@nelsonandkraft.com
778.982.4427

MARK KRAFT SUPPORTING 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.



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: GTA, Ontario

Application Deadline: July 29, 2025

Start Date: TBD

Salary Range: \$125,000 - \$139,000

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.