



George Brown College Foundation Senior Development Officer

George Brown College Foundation is located on the traditional territory of the Mississaugas of the Credit First Nation and other Indigenous Peoples who have lived here over time. We are grateful to share this land as treaty people who learn, work, and live in the community with each other.

The **George Brown College Foundation (GBCF)** is a separately incorporated registered charity and the primary fundraising vehicle for George Brown Polytechnic (GBP). Since its founding in 1984, the Foundation has supported GBP's commitment to excellence in teaching, applied learning, and innovation, as well as access, diversity, and mutual respect. Through the generosity of its donor community, the Foundation helps ensure that financial barriers do not prevent students from accessing a transformative post-secondary education. It is within this context that the Foundation invites nominations and applications for the role of **Senior Development Officer**, a key fundraising position that will contribute directly to advancing student success and institutional priorities.

Reporting to the Executive Director (or designate), the Senior Development Officer will play a central role in building and sustaining strong relationships with donors and partners. They will manage and grow a portfolio of individual, corporate, and foundation donors, with clear revenue and activity goals, and will develop and execute tailored cultivation and solicitation strategies to secure major gifts (\$25K and above). They will build meaningful, long-term relationships with donors, ensuring a high-quality and personalized donor experience, while actively identifying and qualifying new prospects to strengthen and expand the Foundation's pipeline in support of scholarships, bursaries, and priority initiatives across the Polytechnic.

Working in close collaboration with internal partners, the Senior Development Officer will align donor interests with institutional priorities and funding opportunities and will contribute to the planning and execution of donor engagement initiatives and events. The role also includes maintaining accurate records and supports reporting, tracking, and forecasting activities. As a visible ambassador for the Foundation, the Senior Development Officer will represent its mission and impact within the broader community. This is an ideal opportunity for a relationship-oriented fundraiser who is motivated by impact and thrives in a dynamic, collaborative environment.

Qualifications

Among the qualifications being sought in candidates, the successful candidate must have a strong commitment to advancing reconciliation, equity, diversity, and inclusion, and must value relationship-building, curiosity, and thoughtful engagement. While all candidates are encouraged to apply and share how they would contribute to the George Brown College Foundation environment, the following credentials and/or experiences are seen as markers of success: A) Several years of progressive experience in fundraising, with a focus on major gifts,



corporate partnerships, and foundation giving; B) Demonstrated success in building, cultivating, and stewarding donor relationships, ideally including closing gifts at the five- and/or six-figure level; C) Strong interpersonal and communication skills, with the ability to engage a wide range of stakeholders with credibility and confidence; D) A proactive, goal-oriented approach, with the ability to manage multiple priorities and meet fundraising targets; E) Sound organizational and analytical skills, including experience with donor databases/CRM systems; F) Knowledge of the philanthropic landscape and/or post-secondary environment is considered an asset, and; G) A post-secondary degree or an equivalent combination of education and experience

The salary for this position falls within the range of \$80,000 to \$90,000CAD per year, commensurate with experience and qualifications. This posting reflects an existing vacancy within the organization.

How to Apply

George Brown College Foundation is dedicated to employment equity and encourages applications from people of all genders, persons with disabilities, racial and visible minorities, and Indigenous peoples. The Foundation is also committed to accommodating applicants with disabilities throughout the hiring process in accordance with the Accessibility for Ontarians with Disabilities Act (AODA).

*The George Brown College Foundation is partnering with BES Executive Search, a firm committed to ensuring that every search mandate engages a pluralistic and intersectional range of candidates. Applicants are guided through what BES calls ‘The BES Experience’—a thoughtful, candidate-centred process that meets candidates with support and care throughout the search process. **All interested applicants are encouraged to apply by clicking [HERE](#).***

In accordance with the Accessibility for Ontarians with Disabilities Act (AODA), applicants living with a disability will be provided with accommodation throughout the search process. Should accommodations be required, please make Helen Mekonen aware by emailing hmekonen@bessearch.com.

BES is deeply grateful to all who express interest in this opportunity and recognize the time and effort that goes into submitting an expression of interest. While only those most closely aligned with the position requirements will be contacted for an interview, all applications are reviewed with thoughtfulness and will receive correspondence from the firm as part of our commitment to delivering a respectful and inclusive candidate experience.

BES Executive Search Inc. does not use artificial intelligence (AI) to screen, assess, or select applicants.

