

Volunteer Canada's Mission:

We advance volunteerism to grow connection, community, and belonging.

Join our team of passionate community service champions who are fueled by advancing the volunteer movement in Canada! We see volunteering as a vital force for positive social change, and we're proud to be the sector's backbone organization providing leadership, expertise, standards of practice and resources for the public, private, and charitable sectors.

Position Summary:

The Director, Partnerships and Engagement is responsible for developing and managing relationships with external partners to cultivate long-term ambassadors of Volunteer Canada and drive sustained impact and investment in our work. This role focuses on achieving our mission while meeting annual revenue requirements. The Director will effectively build and advance existing partnerships and actively pursue new corporate partners that can significantly impact the long-term success of Volunteer Canada's partnership portfolio.

Volunteer Canada is a remote-first working environment with a National Office located in Ottawa, Ontario. We offer a flexible work arrangement where team members work remotely. This role will involve meetings with many Toronto-based partners and some travel for meetings and events.

Key Responsibilities:

Partnership & Membership Growth

- Leads partnership growth by stewarding and engaging current partners and building net-new partners who are invested in Volunteer Canada's work
- Accountable for the organizational earned revenue generation strategy through a variety of offerings including membership, Employer Supported Volunteering, and infrastructure funding
- Integration of partners in active program portfolios (including the National Volunteer Action Strategy (NVAS), Data Driven Engagement (DDE), and GenerationsCo)
- Monitor and analyze external markets to identify trends in new partnership and business development opportunities and implement marketing plans to achieve new partnership commitments
- Represent Volunteer Canada as a speaker, presenter, and attendee at partner convenings

Partnership & Membership Engagement Programs

- Build, engage and maintain strong rapport with existing and new partners maintaining open and frequent communication
- Support the build and deployment of a simplified, scalable membership offering that unites and engages non-profit and corporate partners
- Build the scale and scope of Employer Supported Volunteerism offerings
- Work collaboratively with program managers towards better integration of knowledge products for Volunteer Canada's different partner audiences

Staff Leadership

- Provide direct day to day leadership for a small, talented team to successfully achieve departmental goals
- Coach, mentor, and develop staff with a focus on professional development and growth within Volunteer Canada and the broader sector

Internal Administration

- Maintain accurate budgets, targets, and expenditures in all partnership and engagement initiatives
- Jointly support the team in heavy periods of membership renewals and systems integration
- Support the preparation of progress reports, presentations, and briefing notes for internal meetings and funding updates
- Other administrative duties as required

Skills and Experience

- Post-secondary degree preferably in business, communication, marketing or other relevant area; or equivalent experience
- 7+ years' experience in not-for-profit corporate fundraising or corporate development, or sales/marketing and experience with CRM software
- Deep knowledge of the corporate, philanthropic and sponsorship environments, including principles and techniques of Fund Development & stewardship
- Strategic thinker with strong problem-solving skills and a customer-focused mindset
- Highly relational with the ability and desire to straddle strategy and tactical execution
- Project management expertise in moving plans into action
- Previous people leadership experience
- Comfortable representing Volunteer Canada as a speaker, presenter, and SME
- Excellent communication skills and the ability to work collaboratively with a diverse team
- Proficient in Microsoft Office Suite and comfortable using remote tech (such as Teams)
- Bilingualism and a CFRE designation are assets, but not mandatory

Working Conditions:

- Ability to manage multiple priorities in a fast-paced, deadline-driven environment
- Travel within Canada will be required, with the ideal candidate being located in the Toronto area.

Compensation and Benefits

This is a full-time permanent position (35 hours/week) based in Toronto or within the GTA in a remote work environment. The hiring salary range for this role is \$90,000-\$115,000 annually, commensurate with experience and provides the following benefits:

- A competitive group benefit package
- RRSP contributions with a company matching amount
- 4 weeks of vacation
- Up to 12 paid personal emergency days
- Professional development opportunities
- A flexible, hybrid work environment

Application Process

We welcome applications from a diverse range of candidates who are legally able to work in Canada and can accommodate a flexible working schedule to meet the needs of working across all Canadian time zones. There's potential that this position may require some evening, weekend, and/or overtime hours. Some domestic travel will also be required.



Candidates with a diverse range of lived experiences are particularly welcome to apply and self-identify in their application.

Applications are being accepted until **September 30, 2026**.

If you are interested in applying, please send your completed resume and cover letter to hr@volunteer.ca. Volunteer Canada provides accommodation during all parts of the hiring process, upon request, to applicants with stated needs. If contacted to proceed to the selection process, please advise us if you require any accommodation.

We appreciate all applications, but only candidates selected for an interview will be contacted.

About Volunteer Canada

Volunteer Canada's Mission is to advance volunteerism to grow connection, community and belonging. Since 1977, Volunteer Canada has acted as the national voice and leadership body for volunteerism. A registered charity with over 1,100 organizational members, Volunteer Canada works with a diversity of corporate, charity, nonprofit, and education partners nationwide to strengthen the quality, quantity, and accessibility of volunteering. We are the sector's backbone organization, providing leadership, expertise, standards of practice and resources for the public, private, and charitable sectors.