



Royal Founding President - HM The King
Global Founding Patron - HH the Aga Khan

Président fondateur - SM le Roi
Mécène fondateur mondial - SA l'Aga Khan

Senior Manager, Partnerships and Fund Development

Existing vacancy. No AI used in screening or selection.

Founded in 2011 by His Majesty King Charles III, The King's Trust Canada (TKTC) is a national charity that helps young people build the skills, networks, and experiences they need to live, learn, and earn. Guided by our values of Teamwork, Respect, Understanding, Support, and Transparency (TRUST), TKTC delivers participant-centered programming and meaningful partnerships that support young people aged 15–24 from primarily underserved communities to access, engage in, and succeed in meaningful economic opportunities.

Reporting to the Director, Partnerships and Fund Development, the Senior Manager, Partnerships and Fund Development is a senior relationship and revenue-development role responsible for originating, cultivating, and advancing significant funding opportunities across corporate, foundation, and government channels. The role independently manages a portfolio of relationships and opportunities, develops strategies that move prospects from early engagement through proposal, negotiation, and close, and contributes to growing existing partnerships and TKTC's emerging high-net-worth individual giving strategy.

Working collaboratively and cross-functionally, the Senior Manager develops compelling funding propositions and cases for support that advance organizational revenue priorities through strong relationship management, strategic judgment, and exceptional written communication.

Please Note: This full-time role has a hiring range of **\$90,000–\$100,000** and includes an employee benefits program and three (3) weeks' vacation, plus winter closure.

This is a hybrid role requiring three (3) days per week at our downtown Toronto office.

Occasional work outside standard hours, including attendance at evening or weekend events, may be required. Occasional travel within the GTA/Canada/internationally may be required.

RESPONSIBILITIES

Revenue Growth & New Business

- Identify, originate, qualify, and cultivate new funding and partnership opportunities, with a focus on corporate and foundation partnerships and meaningful contribution to government funding prospects.

- Generate new revenue toward annual and multi-year targets by developing strategic approaches to prospective funders, partners, and aligned networks.
- Independently manage significant opportunities through the full development cycle, from cultivation and concept development through proposal, negotiation, and close.
- Assess opportunity alignment, identify decision-makers, determine the appropriate ask, and build compelling partnership propositions.
- Build and manage a strong pipeline of qualified opportunities, using clear strategies, next steps, timelines, and sector insight to diversify and grow TKTC's revenue base nationally.

Relationship Management, Renewals & Expansion

- Own and manage a portfolio of significant funder, donor, and partner relationships, serving as a trusted primary relationship lead.
- Develop relationship strategies that deepen engagement, strengthen retention, and identify opportunities for increased or multi-year investment.
- Lead renewal and expansion strategies for assigned relationships, anticipating funding cycles and positioning opportunities in advance of renewal.
- Represent TKTC confidently in cultivation meetings, presentations, negotiations, and partner discussions with senior external stakeholders.
- Support the Director and CEO on TKTC's primary government funding relationship, while identifying new government funding opportunities and advising when Director, CEO, or Board engagement is needed.

Proposals, Partnerships & Funding Development

- Lead the development of compelling funding propositions, concept notes, proposals, grant applications, pitch decks, and partnership materials tailored to funder priorities and TKTC's strategic objectives.
- Translate early-stage funder interests into clear, creative, and financially viable partnership concepts and investment opportunities.
- Work cross-functionally with Programming, Impact and Evaluation, Finance, and Communications to develop strong cases for support grounded in evidence, impact, and organizational priorities.
- Lead proposal development processes from strategy through submission, coordinating internal inputs, timelines, approvals, and a high standard of written and visual presentation.
- Lead or support funding discussions through to close, ensuring commitments, deliverables, and expectations are clearly understood and achievable.

Philanthropic Development & Donor Engagement

- Identify, research, and cultivate prospective donors and philanthropic networks aligned with TKTC's mission and strategic priorities.
- Help build and advance TKTC's approach to individual philanthropy, including high-net-worth individuals and other prospective supporters.
- Develop early-stage cultivation approaches for prospective high-net-worth individual donors, supporting future solicitation and stewardship practices as this channel matures.
- Flag high-potential individual opportunities to the Director for further development and apply donor insights to strengthen TKTC's evolving individual giving strategy.

Fundraising Operations & Cross-Functional Leadership

- Maintain disciplined portfolio and pipeline management, ensuring activity, opportunity stages, next steps, values, and key information are reflected in Raiser's Edge and departmental planning tools.
- Use pipeline, relationship, and revenue data to assess progress, identify risks and opportunities, and contribute to forecasting and fundraising strategy.
- Contribute to cultivation and stewardship events where they advance relationship and revenue objectives, working with colleagues on effective execution.
- Strengthen scalable fundraising practices through process improvements, documentation, coordination, and effective use of systems.

General Duties

- Collaborate across departments to advance shared organizational goals, especially in donor engagement, impact storytelling, and funder communications.
- Support the Executive Leadership Team with donor-related briefings, reports, and external engagement materials.
- Support organization-wide events and initiatives, including occasional on-site setup, teardown, coordination, and logistics.
- Provide oversight to current or future direct reports, interns, students, contractors, or volunteers contributing to the department or organization.
- Perform other duties or special projects, as assigned, to support departmental or organizational priorities.

QUALIFICATIONS, SKILLS & ATTRIBUTES

Qualifications

- Minimum 5–7 years of progressive experience in corporate and/or foundation partnership development, business development, fundraising, , government funding, or a related revenue-generating environment, with a track record of personally securing five- and six-figure partnerships or grants.
- Degree or post-secondary training in nonprofit management, communications, fundraising, business development, or a related field, or equivalent experience.
- Experience independently managing a portfolio of funders, donors, or partners and advancing opportunities through the development cycle.
- Exceptional written communication skills, including concept notes, proposals, funding applications, pitch decks, or cases for support.
- Experience with government funding relationships, major donors, or high-net-worth individuals is considered a strong asset.
- Experience using Raiser's Edge, Salesforce, or similar fundraising CRM/database platforms.
- CFRE designation, or progress toward CFRE certification, is considered an asset.
- French language skills are an asset.
- Eligibility to work in Canada.

Skills & Attributes

- Strategic, proactive, and self-directed, with the ability to take ownership of complex relationships and opportunities, exercise sound judgment, and drive work forward.
- Excellent verbal communication and presentation skills for senior external audiences.
- Opportunity-oriented, with the ability to translate funder priorities and organizational needs into compelling funding and partnership opportunities.
- Strong interpersonal skills, cross-cultural competence, and ability to build rapport across stakeholder groups.
- Highly organized, with strong attention to detail across priorities, deadlines, and donor-facing materials.
- Sound budgeting awareness and ability to support revenue planning, proposal budgets, and funder reporting.
- Comfort using CRM, collaboration, AI, and digital tools to support pipeline management and fundraising operations.
- Commitment to equity, diversity, inclusion, accountability, and values-based leadership.



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WHAT WE OFFER

- Salary commensurate with experience.
- Lieu-time eligibility for occasional evening and weekend work in support of organizational initiatives or events.
- Comprehensive employee benefits package, including Health / Drug / Dental coverage, Employee Assistance Program, Life Insurance, and STD/LTD benefits.
- Three weeks' vacation, plus winter closure.
- Paid Time Off (PTO).
- Group RRSP with matching employer contributions.
- Opportunities for professional development and career growth.

HOW TO APPLY

Submit your cover letter and resume in a single PDF to humanresources@kingstrust.ca.

Subject line: **"Senior Manager, Partnerships and Fund Development"**. Applications accepted until **Monday, September 21, 2026, at 5PM EST**

TKTC is committed to inclusive and accessible hiring. We welcome applications from diverse communities, and accommodations are available upon request. Only those selected for an interview will be contacted.