



Children's
Healthcare
Canada

Santé
des enfants
Canada

Title

Vice President, National Partnerships and Development

Reports to

CEO

Name:

In Role Since

Overall job purpose

The **Vice President, National Partnerships and Development** leads and accelerates the diversification, growth, and sustainability of membership, partnerships and revenue generation at Children's Healthcare Canada.

Reporting to the CEO, this is a senior, hands-on leadership role that is responsible for identifying, nurturing, and securing new funding, grants, membership and partnerships, in line with the organization's mission, mandate, and strategic priorities. The Vice President, National Partnerships and Development both shapes strategic partnerships, and executes on them.

Key responsibilities

Strategic Leadership and Planning

- In partnership with CEO and CHC Directors, routinely review, refine, and finesse the Association's value proposition to members, strategic partners, and potential funders.
- In partnership with the CEO, develop and execute a multi-year strategic growth plan aligned with the mission and values of Children's Healthcare Canada.
- Ensure alignment between Association strategy, programs and services, partnerships, and revenue diversification goals.
- Identify and assess new programs, products, services, and partnership models that strengthen CHC's member-value proposition and enable the Association to improve experiences and outcomes of care for children, youth, and families.

Business Development and Revenue Growth

- Develop and lead strategies to diversify, grow, and sustain non-member revenue streams (corporate partnerships, sponsorships, grants, and collaborative projects).
- Oversee partnership prospecting, cultivation, negotiation, and management to deliver mutual value and impact.
- Work cross-functionally (with CEO and Directors) to design, price, and present cohesive partnership opportunities that advance both mission and business goals.
- Develop and implement strategies to measure impact of partnerships and investment.

Organizational Partnerships and Relationships

- Represent the organization alongside (or in place of) the CEO and Directors at high-level external meetings, forums, and collaborations.
- Serve as a key organizational ambassador, expanding Children's Healthcare Canada's influence and visibility nationally.

Operational and Membership Growth

- Collaborate with the Director, Membership and Events to augment membership renewal, retention, and engagement strategies (process led by Director, Membership and Events).
- Build internal capacity for business development, proposal development, and partnership stewardship across the organization.
- Track, measure, and report on key growth and partnership metrics to the CEO and Board of Directors.

Key skills and competencies

All positions have the following core competencies:

- Demonstrate professionalism in all communications (with colleagues, members, partners, and others)
- Demonstrate a commitment to quality, creativity, innovation, member-value, and impact in all duties assigned
- Results oriented
- Demonstrate teamwork and collaboration

In addition to the competencies listed above, **other skills, behaviours & competencies** required for this position include:

- Proven experience in non-profit partnerships and revenue generation including major gifts, government, and foundation grants
- Strong relationship-building, communication, and stewardship skills, with the ability to build authentic, respectful relationships
- Collaborative leadership style grounded in respect and shared decision-making
- Ability to craft clear, compelling, and polished content for diverse audiences, through excellent writing and content refinement
- Detail-oriented and highly organized, with the ability to prioritize and meet deadlines consistently
- Strategic and operational acumen, with the ability to translate vision into actionable fundraising plans
- Ability to analyze data, set priorities, and turn insights into action
- Exceptional collaboration skills, combined with self-motivation, and the ability to be proactive and adaptable in a fast-paced environment
- Experience representing an organization publicly, including with media and events, sharing meaningful stories
- Demonstrates excellent interpersonal skills
- Demonstrates good judgement
- Tech savvy (MS tools, Zoom, MailChimp)

Assets

- Bilingualism (English/French)
- Experience working with non-profit organizations and/or membership-based associations .
- Experience working within healthcare sector with established networks
- Familiarity with membership management systems

Education (minimum required)

- University Masters level degree; MBA or similar
- Additional training in fundraising and strategic partnership development

Experience

Minimum required: 10 years progressive leadership experience, in similar positions.

Assets:

- Experience working across multiple regions or within a networked organization
- 8–15+ years in partnerships, fundraising, business development, or related fields
- Track record of developing multi-year, values-aligned partnerships that drive both revenue and impact

Additional Comments:

- As a member of a small team, this role may include ad hoc tasks, responsibilities, and opportunities not listed on this profile.
- Demonstrated ability to advance complex, multi-stakeholder opportunities
- Proven ability to engage and influence senior leaders and executives