



Major Gifts & Campaigns Officer

Are you a relationship-driven fundraiser who enjoys connecting passionate donors to meaningful, mission-driven impact? The Humane Society of Kitchener Waterloo & Stratford Perth is seeking an experienced, collaborative, and motivated Major Gifts & Campaigns Officer to join our Development team. This current vacancy offers the opportunity to step into an established role and make an immediate contribution by advancing major gifts and leading impactful fundraising campaigns that support a more humane community for people and animals.

Reporting to the Director of Development, the Major Gifts & Campaigns Officer is responsible for building, managing, and growing a portfolio of major gift donors and prospects. This includes developing thoughtful engagement and stewardship strategies, executing effective solicitation plans, and inspiring philanthropic support aligned with organizational priorities. As a key member of the Development Team, the Officer will actively contribute to fundraising campaigns, grant writing, and donor recognition initiatives, while also leading and supporting the Supervisor, Donor and Customer Experience.

What you will be doing:

- Contribute to The Humane Society's fundraising success by meeting or exceeding annual revenue and activity goals.
- Execute fundraising activities for current campaigns and participate in campaign cabinets and committees.
- Design, implement, and manage comprehensive Major Gifts program(s), including discovery, cultivation, solicitation, and stewardship.
- Manage a portfolio of individual and foundation prospects with gifts of \$5,000+, conducting cultivation meetings, solicitation conversations, and stewardship activities.
- Lead stewardship and donor recognition initiatives for donors within your portfolio.
- Supervise and support the Supervisor, Donor and Customer Experience, strengthening donor relationships and stewardship practices.
- Collaborate on Case for Support and marketing initiatives to align donor interests and identify opportunities to retain or upgrade gifts.
- Work closely with the Director of Development to lead and support grant writing efforts.
- Stay informed on Humane Society programs and serve as an enthusiastic and inspiring ambassador for the organization.
- Participate in development team planning, analysis, and strategy sessions.

Who You are:

- You hold a university degree or college diploma in fundraising, communications, sales, or a related field (or equivalent experience).
- You bring a minimum of five (5) years of related fundraising experience, with demonstrated success securing major gifts.

- You are a strong relationship builder who loves talking with people and connecting their passions to meaningful causes.
- You thrive in a dynamic, fast-paced environment and can confidently manage multiple priorities.
- You have proven experience developing and executing major gift strategies, including cultivation, solicitation, and stewardship.
- You are proactive, detail-oriented, and collaborative, with a high level of accountability and follow-through.
- You are an excellent communicator—persuasive, concise, and relationship-focused—with exceptional interpersonal skills.
- You value data and are experienced using donor management systems; experience with Raiser’s Edge/NXT or similar is an asset.
- You have a valid Ontario driver’s license and access to a reliable vehicle.
- You act with professionalism, integrity, and a genuine passion for the mission.
- You enjoy networking, meeting new people, and telling compelling stories about the impact of your work.

Working Conditions:

- Regular work week with occasional evenings and weekends to attend meetings and events.
- Frequent community engagement, including public speaking and donor meetings.
- Office-based work with intermittent standing, walking, and light lifting.
- Potential exposure to infectious waste, diseases, viruses, or bacteria in an animal care environment.
- Successful completion of a police/records check is required.

The Perks:

- Annual Salary of \$65,000 - \$78,000
- Three weeks’ vacation annually
- Flexible work schedule
- Comprehensive Health & Dental benefits
- Company RRSP Matching
- Employee Wellbeing Program
- Access to staff pet food program (discounted retail prices)
- Access to staff veterinary services program
- An environment always filled with adorable animals

If this role is calling your name, we look forward to hearing from you! Please submit your your resume and cover letter through indeed or forward it to hr@kwsphumane.ca

The full job description is available at <https://kwsphumane.ca/careers>.

The Humane Society warmly welcomes applications from people of all backgrounds and groups. We are committed to a culture of inclusivity and collaboration that celebrates diverse perspectives and voices.

We thank all candidates for their applications; however only those selected for an interview will be contacted.