



New Circles Community Services ('New Circles')

Director, Fund Development, Marketing, and Communications

New Circles Community Services (New Circles) is a registered Canadian charity committed to building a more equitable and inclusive Canada. New Circles is best known for providing free, quality clothing to individuals and families in need, and the clothing program is still the cornerstone of its operation. New Circles saves families thousands of dollars, changes lives for the better, and has diverted tons of clothing from landfills. New Circles' work is more far-reaching than clothing, though. Through a growing suite of programs –including employment training, language support, skills development, and volunteer engagement –New Circles empowers people to overcome barriers and achieve long-term success.

From hands-on retail and office training to personalized settlement support, New Circles helps clients gain the tools, connections, and most importantly, confidence, they need to thrive. New Circles is proud to be a catalyst for lasting change for thousands each year – and New Circles is just getting started.

New Circles is committed to expanding its reach and deepening its impact.

For more than 20 years, New Circles has been driven by its vision to help build better lives for those in need. As New Circles continues to evolve, the organization is looking for a passionate and strategic fundraising leader to help grow and inspire its team, strengthen the programs, and drive positive lasting change.

It is within this context that New Circles welcomes applications and nominations for the position of its **Director, Fund Development, Marketing, and Communications (Director)**.

At New Circles, you'll join a dedicated, compassionate organization where values like respect, caring, integrity, and stewardship, guide everything New Circles does. If you're ready to lead with purpose and make a meaningful difference, New Circles invites you to be part of its transformation.

Together, we are the fabric of empowerment.

With the recent launch of an organizational brand refresh, and the upcoming launch of New Circles first \$6-8M Transformative Campaign, the Director will be responsible for executing the strategy to raise the necessary funds, securing ever-increasing levels of philanthropic support to expand New Circles impact. Reporting to the Executive Director, the Director is a key member of the Management Team and will lead ongoing fund development needs for an annual operating budget of \$2.5 million, which includes major gifts, planned giving, special events, and grant writing.

The Director will lead a dynamic team responsible for fund development, donor relations, communications, and marketing, and work with the Executive Director, the Board of Directors, and the Management Team to champion fundraising and philanthropy throughout the organization. The Director will establish, coordinate, and manage all strategic fundraising plans, including measurable goals and performance indicators, to achieve increased and sustained revenue. This includes developing and implementing strategies to expand fundraising initiatives such as private foundation grants, individual donors, capital campaigns, and government grants. They will also foster the growth of best practices in gift processing, data management and donor communications, and oversee organization-wide communications strategies.

This appointment calls for a fundraising leader with the passion and drive to reach ambitious goals and take New Circles to its next level of achievement. You have proven experience raising funds and are proficient in a variety of revenue-generating methods. Your experience includes creating and leading comprehensive fund development programs, achieving revenue targets, and you are comfortable managing annual and capital campaigns concurrently. A well-rounded understanding of communications and marketing is a strong asset. You have exceptional interpersonal and communication skills, allowing you to foster positive relationships with a diverse range of donors, sponsors and partners, and build effective working relationships with Board of Directors, staff, volunteers, and community members. You possess financial acumen, strong planning skills, and experience in team development and leadership. As a manager, you enjoy mentoring and coaching others, creating a positive and inclusive workplace culture, and developing and evaluating KPIs to promote your team's growth and success. An

undergraduate degree is an asset, as is a CFRE designation.

Location: This position is based in Toronto, Ontario.

Salary: Starting at \$130,000 with possible flexibility commensurate with experience.

To apply or explore this impactful leadership opportunity with New Circles please submit a comprehensive resume along with a cover letter in confidence to Sam Walton, Partner (sam@griffithgroup.ca) and/or Noshina Choudhary, Senior Consultant (noshina@griffithgroup.ca), or visit: <https://griffithgroup.ca/new-circles-director-fund-development-marketing-communications/>.

New Circles welcomes and encourages applications from all qualified individuals, including, but not limited to women, Indigenous persons, racialized persons, persons with disabilities and persons of all sexual orientations and/or gender identities.

New Circles and Griffith Group are committed to an inclusive, accessible and welcoming hiring process that provides reasonable accommodation to all applicants. Please advise Sam Walton (sam@griffithgroup.ca) should you require any accommodation to participate in the recruitment and assessment processes.

Priority will be given to individuals legally entitled to work in Canada.