

STRATEGIC PARTNERSHIPS MANAGER

Major Gifts and Corporate Partnerships

Location: Edmonton, Alberta

Reports to: Vice President, Strategic Partnerships

Employment: Full-time, Permanent

Work arrangement: Hybrid

Closing date: Sunday, November 1, 2026 11:59 PM

Help Build the Partnerships Behind Homeownership

Habitat for Humanity Edmonton is seeking an experienced fundraising professional to grow major gifts, corporate partnerships and gift-in-kind support for our Homeownership Program and ReStore operations.

Build the relationships and revenue that open doors to homeownership and support ReStore operations.

Habitat for Humanity Edmonton is seeking an accomplished front-line fundraiser to manage and grow a portfolio of donors and prospects, secure significant gifts, build corporate partnerships and advance our three-year Opening Doors major-gift campaign.

This is a senior major-gifts and revenue-development role. It is not a communications or general community-engagement position, and it is not intended as an entry point into fundraising. The successful candidate will bring demonstrated experience personally managing a donor or prospect portfolio and cultivating, asking for and closing significant gifts.

Reporting to the Vice President, Strategic Partnerships, you will manage a portfolio of donors, prospects and corporate partners and contribute directly to Habitat Edmonton's fundraising and partnership goals.

What You Will Do

- Manage and advance a portfolio of individual donors, corporate partners and qualified prospects.
- Identify, cultivate, solicit and steward major gift and partnership opportunities.
- Secure philanthropic gifts, corporate contributions, sponsorships and high-value gift-in-kind support.
- Develop tailored cultivation and solicitation strategies for priority relationships.
- Prepare persuasive proposals, presentations, partnership opportunities and donor communications.
- Build a strong pipeline through disciplined prospecting, qualification and follow-up.
- Work with senior leadership, staff and volunteers to advance significant opportunities.
- Maintain accurate donor records, moves-management plans and revenue forecasts in the CRM.

What Success Looks Like

You will:

- Build and maintain a healthy pipeline of qualified major-gift and corporate prospects.
- Move donors and partners consistently toward solicitation and investment.
- Secure measurable major-gift, corporate, sponsorship and gift-in-kind revenue.
- Retain and grow key donor and partner relationships.
- Bring discipline, initiative and accountability to portfolio management.

What You Bring

- Five or more years of progressively responsible fundraising, major-gift, corporate-partnership or relationship-based revenue-development experience.
- Demonstrated success cultivating and securing significant philanthropic gifts or corporate investments.
- Confidence engaging senior business leaders, donors and community stakeholders.
- Experience managing a portfolio and moving prospects through identification, cultivation, solicitation and stewardship.
- Strong proposal writing, presentation, negotiation and relationship-management skills.
- Sound judgment, discretion and a high standard of professional integrity.
- Experience using a fundraising CRM to manage activity, pipeline and results.
- Post-secondary education or an equivalent combination of education and experience.
- Experience with gift-in-kind development, sponsorships, capital campaigns or planned giving is an asset.

Additional Requirements

A valid Alberta Class 5 driver's licence, access to a vehicle and occasional evening or weekend availability are required. The successful candidate must complete a satisfactory criminal record check.

Why Join Habitat Edmonton?

You will join a mission-driven organization with ambitious growth plans and the opportunity to build partnerships that create tangible, lasting results for local families.

Benefits

- After a successful 3-month probationary review, the employee is entitled to a comprehensive benefit package including health, dental, vision, travel assistance, accidental death & dismemberment insurance, life & critical illness insurance.
- Short-term and long-term disability coverage is provided.
- Employer-sponsored RRSP/TFSA plan.
- Employee assistance program.
- Safe, respectful, and healthy work environment.

How to Apply

Please submit your résumé and a brief cover letter describing a significant donor or partnership relationship you have helped develop to humanresources@hfh.org with the subject line: **Strategic Partnerships Manager** by Sunday, November 1, 2026.

Habitat for Humanity Edmonton is committed to an inclusive and accessible recruitment process. Accommodation is available throughout the selection process upon request.

We thank all applicants for their interest. Please note that only candidates who have been selected for an interview will be contacted.

Habitat Edmonton embraces diversity and equitable opportunity. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills, as we know that the more inclusive we are, the better our work will be. Our goal is to be a diverse workforce that at all job levels is representative of our community. This relates to all employment decisions, including those in connection with recruitment, hiring, training, promotion, compensation, benefits, termination, and other terms and conditions of employment. Habitat Edmonton ensures that all of our practices are in accordance with Alberta Human Rights Commission legislation and Alberta's Employment Standards Code.