

Sponsorship and Major Gifts Officer

Job Title: Sponsorship and Major Gifts Officer

Reports To: Operations General Manager

Location: 300 Milroy Dr., Peterborough, Ontario; In-person Role

Status: Full Time, Permanent

Salary Range: \$65,000-\$75,000 (and Benefits Package)

“Build” Your Future With Us

We are looking for a rockstar fundraiser ready to help change the landscape of homeownership in our community.

The housing crisis is not a small problem – and it can’t be met with small solutions. That’s why we are building bigger, faster, and bolder. We are currently on track to build 130 homes in the next three years, and we need a driven, creative, and highly energetic fundraiser to help make that happen.

We’re looking for someone who loves a challenge, sees the world through a lens of endless possibility, and is excited by the idea that every conversation could unlock real, tangible change for local families.

This role is for a mission-minded, high-energy relationship builder who can move easily between corporate boardrooms and construction sites – connecting business leaders, donors, and community partners to meaningful impact they can actually see and touch.

The Sponsorship and Major Gifts Officer is responsible for securing, nurturing, and stewarding relationships with corporate sponsors, major donors, and community partners. This includes developing creative sponsorship opportunities, building long-term partnerships, and driving revenue through events, campaigns, and major gift strategies.

The right person for this role is both strategic and deeply relational – someone who thrives on bringing people together around big goals, isn’t intimidated by ambitious targets, and believes that bold challenges deserve bold solutions.

Main Responsibilities

Sponsorship Development

- Design and manage tiered sponsorship packages that clearly communicate return on investment (ROI) for corporate partners.

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- Build and maintain strong, long-term relationships with sponsors through regular touchpoints, appreciation strategies, and tailored engagement opportunities.
- Align Habitat's sponsorship opportunities with corporate goals such as youth engagement, sustainability, and community impact.
- Secure multi-year sponsorships for builds, events, and programs to ensure long-term revenue stability.

Major Gifts & Donor Relations

- Cultivate and solicit major donors, focusing on building authentic, long-term relationships.
- Implement a pipeline for identifying, cultivating, soliciting, and stewarding major gift prospects.
- Develop creative giving opportunities, including legacy and recognition programs.
- Strengthen donor stewardship systems to ensure consistent engagement, gratitude, and connection to mission.

Fundraising Initiatives & Events

- Support signature fundraising initiatives such as launch events, and themed monthly fundraising campaigns.
- Collaborate with staff and volunteers to execute donor appreciation events and community tours.
- Contribute innovative fundraising ideas that inspire broad community participation and corporate engagement.

Systems & Reporting

- Utilize our CRM donor tracking systems (Keela) and implement effective stewardship practices.
- Regularly report on sponsorship and fundraising progress, including financial results and relationship development activities.
- Use data insights to refine strategies and maximize revenue potential.

Qualifications

- 5-7 years of experience in fundraising, sponsorship development, or donor relations (non-profit sector experience is helpful).
- Proven track record of securing corporate sponsorships and/or major gifts.
- Strong relationship-building and networking skills; comfortable engaging with senior business leaders, community partners, and donors.
- Excellent written and verbal communication skills, with the ability to craft compelling proposals and presentations.
- Creative, strategic thinker with experience developing fundraising campaigns and events.
- Strong organizational and project management skills with attention to detail.
- Experience using donor databases/CRM systems.
- Passion for Habitat's mission and affordable housing solutions.
- Excellent sense of humour and a positive outlook on life.

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- Reliable transportation.
- Mission-driven.

To Apply

Please send your resume and cover letter to hr@habitatpkr.ca with the position title and location in the subject line. In your cover letter, please include why you would like to work for Habitat PKR.

Application Deadline is May 29, 2026.

We thank all applicants for their interest in Habitat for Humanity Peterborough & Kawartha Region, however, only those selected for an interview will be contacted.