



Western

Managing Director, University-Wide Development Western University

Western University is located on the traditional lands of the Anishinaabek, Haudenosaunee, Lunaapéewak and Chonnonton peoples, on lands connected with the London Township and Sombra Treaties of 1796 and the Dish with One Spoon Covenant Wampum. This land continues to be home to diverse Indigenous Peoples (First Nations, Métis, and Inuit) whom Western recognizes as contemporary stewards of the land and vital contributors of our society.

Ranked among the top 1% of higher education institutions worldwide, Western University is Canada's third largest research-intensive university and is a founding member of the U15 group of Canada's distinguished research universities. As Western [looks towards its 150th anniversary in 2028](#), the University is poised for even greater impact, with a focus on educating, supporting, and encouraging leaders who think and act boldly in response to the grand challenges of our times.

Western's Advancement portfolio is dedicated to engaging and building long-term relationships with [alumni](#) and donors and [raising funds to support students and priority areas of excellence](#) by playing a leading role in strengthening awareness of and support for the University's mission and goals by leading alumni relations and fundraising efforts across campus and beyond.

Reporting to the Associate Vice-President, Development, the **Managing Director, University-Wide Development (MD)** will provide strategic direction for Western's fundraising strategies across university divisions, with a focus on prioritizing the interests of donors, promoting and delivering best practices in donor-centered engagement essential for building meaningful and lasting relationships that support the University's mission and honor donors' areas of passion. The MD will lead a dedicated team of centralized fundraising professionals and divisional staff, supporting and advancing Western's institutional objectives. Collaborating with University leaders, including the President, Vice-President (University Advancement), and Deans, the MD will drive development projects and strategy. As an expert, coach, and partner for development staff and fundraisers, the MD will be a key player in integrating and aligning Western's advancement efforts across campus.

The ideal candidate will possess an undergraduate degree in a relevant field and extensive experience in leading and motivating teams, managing comprehensive fundraising programs, cultivating major gifts, and leveraging best practices towards integration and impact through fundraising. They will excel in engaging volunteers as well as fundraisers, monitoring the major giving pipeline, and collaborating with campus-wide partners to develop impactful strategies and ensure meaningful donor recognition. A Master's degree or the Certified Fund Raising Executive (CFRE) designation will be considered strong assets.

Western has partnered with Andrea Patrick and Nick Ketley at Odgers Berndtson for this recruitment. Applications are encouraged immediately and should be submitted online by March 28, 2025 at <https://careers.odgersberndtson.com/en-ca/30162>. It is expected that the successful candidate will take office in June 2025.

For more information or to submit a nomination, please contact Nick Ketley of Odgers Berndtson at nick.ketley@odgersberndtson.com.

Western is committed to employment equity and diversity in the workplace and welcomes applications from women, members of racialized groups/visible minorities, Indigenous persons, persons with disabilities, persons of any sexual orientation, and persons of any gender identity or gender expression.

Accommodations are available for applicants with disabilities throughout the recruitment process by contacting Odgers Berndtson. In accordance with Canadian immigration requirements, all qualified candidates are encouraged to apply; however, Canadians and Permanent Residents will be given priority.



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