



Executive Director, Advancement  
Ivey Business School  
Western University

*Ivey Business School acknowledges and respects the traditional lands of the Anishinaabek, Haudenosaunee, Lūnaapéewak, and Attawandaron peoples, where Western University and Ivey Business School are located. This land continues to be home to diverse Indigenous peoples, whom we recognize as contemporary stewards of the land and vital contributors of the community.*

As a globally renowned research-intensive university and founding member of the U15 group of Canadian universities, Western University has entered a new phase of impact and engagement through its All in Campaign. Ivey Business School, Canada's top-ranked business school, recognized globally for excellence in case-based pedagogy and research, is advancing this shared ambition through the launch of a historic campaign that aligns with the All in Campaign and accelerates its own bold strategic priorities. Together, these efforts represent a once-in-a-generation opportunity: aligning institutional directions with globally renowned leadership in business education, unlocking new possibilities for teaching, learning, and research across Ivey's campuses in London, Toronto, and Hong Kong, and creating extraordinary potential for impact and connection.

At this defining and exciting moment, Ivey seeks an **Executive Director, Advancement**, to lead its Advancement portfolio. Reporting to the Dean and working in close partnership with faculty and colleagues across Western, including the President, the Vice-President (Western Advancement), and the Provost & Vice-President (Academic), this leader will shape and execute a sophisticated advancement strategy aligned with School and University priorities. As chief fundraiser for Ivey, the Executive Director will lead a high-performing Advancement team, deepen relationships with alumni, donors, and strategic partners, and drive philanthropic engagement that directly influences Ivey's future, its learners, and the communities it serves.

As the senior architect of Ivey's largest campaign to date, the Executive Director will refine and lead the School's fundraising vision, steward transformative major and principal gifts, advance innovation in donor engagement and stewardship, and cultivate a School-wide culture of philanthropy that leverages the momentum of Western's All in Campaign. Working closely with faculty, University and School leadership, and in partnership with leaders of the All in Campaign, they will set clear campaign priorities, craft compelling cases for support, and ensure advancement efforts are seamlessly integrated across the School and University.

The ideal candidate is a strategic, results-driven, and inspiring leader who thrives in a collaborative, data-driven, complex environment and is energized by the opportunity to shape the most ambitious campaign in Ivey's history. They will bring a university degree and at least 15 years of progressive

senior leadership experience in advancement or a related field, with a demonstrated record of success across comprehensive campaigns, fundraising, alumni engagement, and donor stewardship at various levels of giving across different donor segments, with a particular focus on principal level giving. An exceptional communicator and relationship-builder, the successful candidate will be adept at engaging donors, volunteers, faculty, University leadership, and staff, and will bring a strong understanding of the Canadian and global philanthropic landscapes. Above all, they will share and emulate a deep commitment to Ivey's mission and values, and the ability to articulate its impact and aspirations to audiences around the world.

Ivey has partnered with Andrea Patrick and Margaret Vanwyck at Odgers for this recruitment. Applications are encouraged immediately and should be submitted online by March 20, 2026, at <https://en-careers.odgers.com/en-ca/job/31013/>. The ideal start date for the successful candidate is within May of 2026, with the possibility of flexibility for the right candidate.

For more information or to submit a nomination, please contact [Ivey@Odgers.com](mailto:Ivey@Odgers.com).

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*Odgers does not use artificial intelligence (AI) to screen, assess, or select applicants for a position.*

Reason for Posting: Existing Vacancy

Hiring Range: \$183,909 - \$245,212

*Ivey Business School is committed to Equity, Diversity, and Inclusion. Please explore [Ivey's EDI homepage](#) for more information on Ivey's commitment to EDI, to read about Ivey's progress in the EDI Update, and to meet Ivey's EDI Advisory Council members.*

*Ivey Business School invites applications from all qualified individuals. Ivey 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.*