Prosper Canada



MANAGER, CORPORATE AND FOUNDATION RELATIONS

Job posting

November 2026

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Who we are

We are on a mission

Prosper Canada is a national charity driving bold change that enables more people to prosper. Working with government, business and community partners across Canada, we are expanding life-changing financial empowerment services, innovating for greater inclusion and impact, and pursuing systemic change to remove barriers to financial well-being for people with low and modest incomes.

Diversity is at the core of what we do and who we support to build financial health. Our financial empowerment efforts focus on people with low and moderate incomes but also give particular attention to populations that face additional systemic and institutional barriers, including Indigenous Peoples, members of racialized communities, and people living with disabilities. In our work, we seek diverse perspectives that represent the lived experience, needs, and challenges of the people we serve. Our goal is a Canada where everyone has the opportunity and support they need to achieve financial well-being and live with dignity, stability, and possibility.

In our organization, we value being collaborative, human-centred, and forward-thinking and strive to create a culture where all feel valued, respected, and a true sense of belonging. We see power in diversity, equity, and inclusion; recognize, accept, and celebrate our differences; and believe we can help everyone thrive by being our boldest true selves.

Join us in supporting and empowering everyone in Canada to prosper.



The opportunity

Building Financial Well-being for All Canadians

Prosper Canada is seeking a dynamic and motivated individual to join our Business Development (BD) Department as our Manager, Corporate and Foundation Relations. In this capacity, they will help to grow and sustain corporate and foundation funding partnerships that enable us to pursue our mission and strategic priorities.

Prosper Canada is currently building out a national system of free, high-quality, community financial-help services across Canada that will enable 1 million people with low and moderate incomes to build their financial capability and well-being and connect them to $2 billion in additional income by March 31, 2029.

This work has never been more critical and is supported by $60 million in federal government funding and substantial and growing support from Canada's corporate and foundation sectors. However, there is still significant potential for revenue growth to help us sustain, develop, and expand services to more communities, and to promote complementary policy and regulatory solutions that remove barriers and build financial well-being.

Prosper Canada already enjoys a significant portfolio of multi-year corporate and foundation partnerships and a healthy prospect pipeline but is seeking an experienced Manager to take this portfolio and pipeline to the next level. The new Manager, Corporate and Foundation Relations will professionally steward our portfolio of established partnerships while leading the development and execution of a corporate and foundation engagement plan to grow this revenue stream.

In this exciting role, the successful candidate will report initially to the Vice President, Strategy and Development until our Director, Development position (currently vacant) is filled. They will work closely with the Manager, Development, and the Officer, Development on the Business Development team, as well as the Director, Marketing and Communications and key senior program staff to evolve and grow successful long-term funding relationships with corporations and foundations resulting in funding of approximately $4 million annually to support our strategic program priorities. This funding goal will evolve as programs and strategic funding needs evolve in the coming years.



Responsibilities

Summary

Manage all aspects of the Corporate and Foundation Relations function, including new prospect identification, prospect research, proposal development, stewardship, recognition, partnership renewals, and reporting to ensure proactive and effective relationship development and management.

Program management (40%)

- Partner with VP - Strategy and Development, Director – Development, and Manager - Development on program planning and execution, including outreach and engagement of new and renewing corporate and foundation prospects.
- Draft corporate and foundation funding proposals and, where appropriate, funder agreements, in collaboration with relevant program teams.
- Conduct systematic monitoring and follow-up with Director, Operations and where relevant, appropriate teams, to ensure full and timely execution of contract commitments and proactively address any issues that arise.
- Work with Marketing and Communications team, program teams and BD teammates to ensure corporate and foundation recognition and stewardship is completed effectively.
- Ensure sponsor and funder recognition activities comply with Prosper Canada's brand guidelines, communication plans and guidelines, and partnership guidelines.
- Work with relevant teams to co-develop plans for renewing funding from current corporate or foundation funders.
- Work with relevant Program team(s) and Marketing & Communications team to identify and communicate relevant and compelling stories and outcome and impact evidence to support stewardship, renewal, and prospect cultivation efforts.

Annual Resilient Futures convening and other sponsorship opportunities (15%)

Secure necessary resources to fund an annual convening of Prosper Canada's Resilient Futures Network of 100+ community nonprofit partners from across Canada:

- Partner and strategize with the VP, Strategy and Development and other BD team members to solicit support for the annual convening.
- With BD team, identify sponsorship opportunities for corporate participation and build menu of opportunities.
- Coordinate with the Marketing and Communications team to develop engagement materials for prospective sponsors/funders and a supporting marketing plan.
- Collaborate with Frontline and System Change program teams and Marketing and Communications team to ensure sponsor/funder benefits and recognition commitments are implemented.
- Serve as onsite point of contact at the convening event for sponsor and funder logistics.

Prospect research and lead generation (20%)

- Conduct prospect research using appropriate resources to identify viable corporate and foundation prospects to support the organization's mission and programs.
- Manage pipeline of prospects, conduct outreach, and cultivate relationships in collaboration with VP, Strategy and Development and the Director, Development.
- Identify opportunities in target markets for long-term/multi-year relationship building.

Operations (20%)

- With Officer, Development, manage DonorPerfect records to support all aspects of corporate and foundation partner management process, including data collection and entry, to ensure accuracy of contact and engagement information.
- With Officer, Development, coordinate with relevant staff members to conduct timely reconciliation of corporate and foundation grant/donation/sponsorship revenue numbers to ensure accurate data and reporting.
- Produce quarterly and annual reports to inform both department and organizational planning.

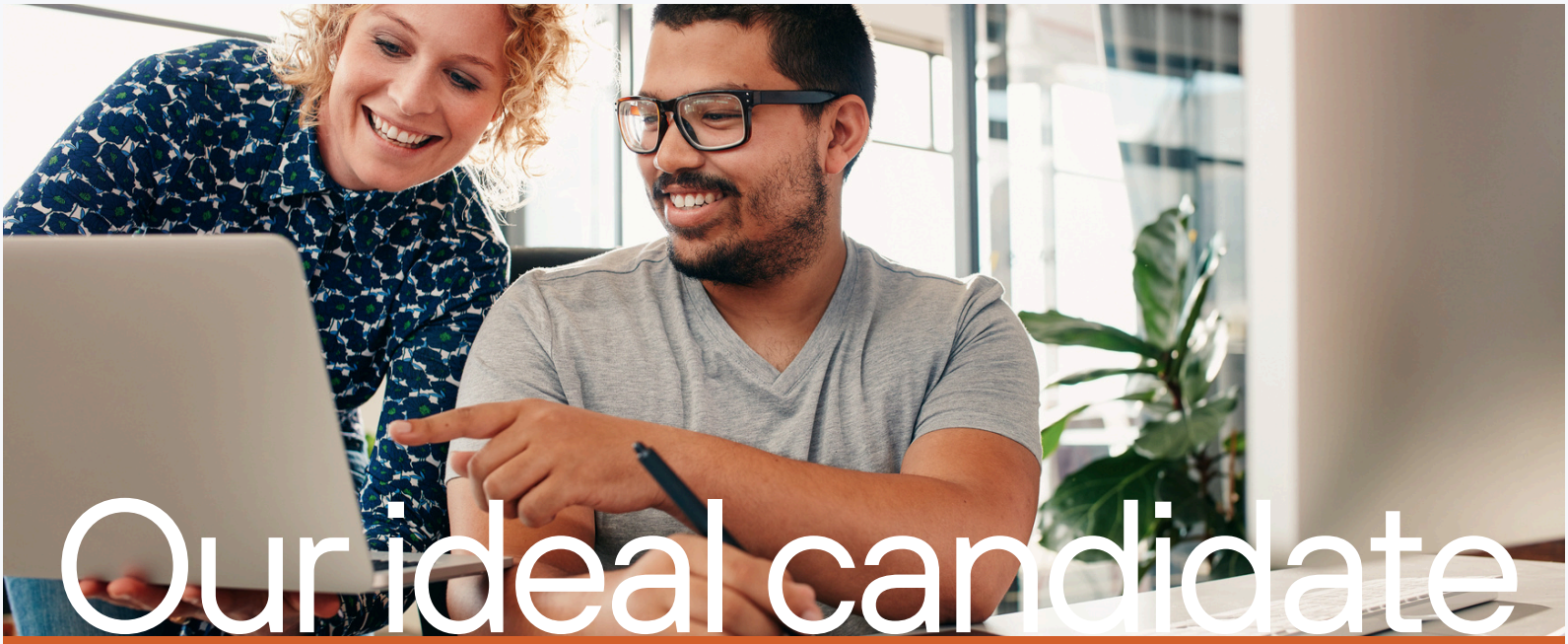
Sector, organizational, and equity knowledge building and skill development (5%)

- Proactively acquire financial empowerment sectoral knowledge needed to execute role effectively;
- Participate actively in staff learning and training activities;
- Participate actively in learning related to diversity, equity, and inclusion;
- Identify, pursue, and recommend opportunities to apply learning to role and organization.

The duties and responsibilities set out above are not exhaustive and the role holder may be required to carry out additional duties as and when necessary.

What success in this role looks like over the next two years

- Achievement of our annual corporate and foundation revenue generation goal of approximately $4 million;
- Our corporate and foundation portfolio increases by 2-5 new partners annually, helping to ensure a growing, diversified, and sustainable revenue base;
- 60%+ of corporate/foundation funding partnerships are successfully renewed;
- Well-designed policies, procedures, and systems support effective and efficient implementation of corporate and foundation fundraising, stewardship, and reporting;
- Strong collaborative working relationships with staff across the organization enable effective management of corporate and foundation relations and agreements;
- Positive and mutually supportive relationships are established with BD team members and members of teams they collaborate with.



Our ideal candidate

Experience and competencies

Candidates must clearly demonstrate how they meet the **essential** criteria to be considered for an interview.

Candidates should highlight **desirable** criteria they possess to gain a competitive edge over other candidates at shortlisting or interview stage.

	Essential criteria Minimum (non-negotiable) qualifications, skills, experience, and/or knowledge needed to perform the job effectively.	**Desirable criteria** Preferred nice-to-have attributes like additional certifications or advanced skills that give a candidate a competitive edge, but are not critical to performing the core duties.
Experience	• 5-7 years of work experience in progressively senior specialist, project, or program jobs responsible for managing corporate fundraising and partnership programs, processes, and projects, and/or in a corporate CSR or foundation giving team • Demonstrated success identifying, engaging, and soliciting corporate and foundation prospects • Demonstrated corporate fundraising success in a medium to large-sized charity	• 3+ years of experience developing foundation relationships that result in significant grants • Significant experience managing large ($1M+) multi-year grants with complex deliverables • Experience producing stewardship reports.

	Essential criteria Minimum (non-negotiable) qualifications, skills, experience, and/or knowledge needed to perform the job effectively.	Desirable criteria Preferred nice-to-have attributes like additional certifications or advanced skills that give a candidate a competitive edge, but are not critical to performing the core duties.
Skills and Knowledge	• Skilled communicator (verbal and written), influencer, and negotiator • Exceptional collaborator who considers how actions will affect team members and programs across the organization • Effective manager who combines excellent planning skills with strong project management and implementation • Ability to translate high level goals into concrete workplans and timely effective action • Ability to set and meet/exceed fundraising goals	• In depth knowledge of corporate social responsibility (CSR) and social impact practice • Formal training/certification in Corporate Social Responsibility • Formal Project Management training/ certification • Experience conducting workplace employee giving campaigns • Knowledge and experience raising funds for financial empowerment programs • Awareness and sensitivity to the challenges faced by equity-seeking populations.
Qualifications	• University or related college degree	• Formal training in corporate relations, CSR, social impact, leadership.



What we offer

Prosper Canada offers

The opportunity to work in a mission-driven, values-based environment where you can help drive large-scale social impact.

Our staff enjoy:

- Supportive work policies with a hybrid office environment
- A collaborative work environment with a strong culture of learning and innovation
- Opportunities for professional development and to participate in cross-team working groups and projects

Compensation package: The salary range for this position is $77,500 to $85,000 per annum. Compensation for this role falls within this range and will be determined based on the experience, skills, and qualifications of the selected candidate. On successful completion of a probation period, the candidate will also participate in a full suite of employee benefits including:

- 15 paid vacation days
- Additional paid time off when we close the office from Dec 24th through Jan 1st
- 3 paid personal days
- 15 paid sick days
- Group medical and dental benefits
- Employee Assistance Program
- Employer RRSP contribution and membership in the Common Good retirement savings plan
- Paid professional development opportunities.



Application details

How to apply

Employment type: Full-time permanent

- Vacancy status: New position
- Job location: 60 St. Clair Avenue E., Toronto ON
- Travel: Within the Greater Toronto Area

Prosper Canada operates on a hybrid work basis. In-person attendance is periodically required for all staff but may vary by team and position. While many duties may be performed remotely, employees are expected to periodically attend in-person meetings, team events, training sessions, and organizational activities in Toronto. As our hybrid work guidelines continue to evolve, the frequency of required in-person attendance may change based on team and organizational needs. **Applicants should be able to travel to Toronto meetings and events as required.**

Application deadline: November 29, 2026

Start date: As soon as possible

How to apply: Please email a cover letter and resume to hr@prospercanada.org with subject line "**Application for Manager, Corporate and Foundation Relations"**



Prosper Canada is committed to equitable and inclusive recruitment practices. We value and welcome:

- Applicants from racialized groups, including, black, Indigenous, and people of colour.
- Applicants of all gender expressions and sexual orientations, including queer, trans, and two-spirit people.
- Your personal experience of living on a low income, being a newcomer, or living with a disability, and the insights and perspectives this would bring to your work.
- Your understanding of the concepts of institutional and structural racism and bias and their impact on underserved and under-represented communities.
- Your ability to build empathetic relationships with a broad range of people, including diverse communities living on low incomes.