



Investigative Journalism Foundation

Director of Development

Posted On: September 3, 2026

Closing On: September 30, 2026

Location: Remote

Effective: Immediately

Employment Type: fulltime

Level: senior

Salary Range: \$100,000–\$132,000

Website: <https://theijf.applytojobs.ca/development/50586>

Director of Development, Investigative Journalism Foundation

Location: Remote, anywhere in Canada

Salary: \$100,000–\$132,000

Term: Permanent, full-time

Deadline to Apply: September 30, 2026

About the Investigative Journalism Foundation

The Investigative Journalism Foundation (IJF) is a nonprofit newsroom dedicated to public-interest journalism. We are a new kind of media outlet, built around databases on who donates to politicians across Canada, who lobbies them, and how the government spends your money.

The IJF is rapidly growing and is proud to be one of the world's most innovative media companies [according to](#) Fast Company magazine. We were also selected for Fast Forward's accelerator for tech non-profits, won an Anthem Award for our Open By Default database, two gold medals at the Canadian Online Publishing Awards and the Product of the Year award from LION Publishers.

As a nonprofit, nonpartisan media outlet, our primary purpose is to serve the public. We do this by publishing in-depth investigative journalism that speaks truth to power. Our databases are also used by other journalists, policymakers and academics seeking to increase transparency and strengthen Canadian democracy.

About this job

You will be the IJF's second-ever Director of Development, succeeding our recently promoted Chief Operating Officer who held the post since we launched. We are looking for an experienced professional who will join the IJF's senior leadership team and is excited about working at a nonprofit dedicated to strengthening democracy.

You will build on the IJF's successful fundraising strategy, which has led to double-digit percentage growth every year, rising from \$600,000 in 2022 to \$2.1 million in 2025. We disclose all our donors [here](#).

We're looking for someone who will thrive in a startup environment where things move fast, and we're building the plane while we're flying it. Someone who can build a team underneath them but is also comfortable mucking in. You will eventually hire more junior development staffers but will spend at least the first six months with the IJF's development team at its current size (the CEO and COO both spend about 75% of their time on fundraising, but we're looking for a candidate who will let us reduce that significantly).

We are a unique shop, part growth-focused tech startup, part mission-focused nonprofit, and we're looking for a one-of-a-kind leader who will thrive in that environment.

What you'll do at the IJF:

- Lead the IJF's fundraising work, with support from the CEO and COO, and play a key role in growing annual revenue from \$2.1 million today to \$2.5 million in 2027
- Build on the IJF's successful fundraising strategy, overseeing individual giving, family foundations, government grants, academic grants and corporate partnerships
- Take over a warm portfolio of major donors and a \$3.9 million prospect pipeline, and grow both, including relationships with six-figure potential
- Develop compelling cases for support, proposals, presentations, grant applications, and other fundraising materials that communicate the IJF's mission, impact, and ambitions
- Work closely with the CEO and COO on major funding opportunities, including preparing them for donor meetings and identifying where their involvement can help advance key relationships

- Identify and test new approaches to revenue generation, bringing an entrepreneurial mindset to the IJF's continued growth
- Represent the IJF externally with prospective donors, funders, partners, and other stakeholders

Qualifications:

We know that strong candidates may not meet every qualification below in equal measure. We're looking for someone who brings significant fundraising experience, sound judgment, and an entrepreneurial approach to growing revenue for a mission-driven organization.

- At least seven years of progressive fundraising experience, with a track record of taking on increasing responsibility for revenue generation
- At least two years of recent experience personally managing a major gifts portfolio that includes gifts of five and six figures
- Experience working across multiple fundraising and revenue streams, which may include major gifts, individual giving, foundations, grants, corporate partnerships, sponsorships, or other forms of earned or contributed revenue
- Demonstrated ability to think strategically about fundraising while also being comfortable doing the hands-on work required to move opportunities forward
- Experience using a CRM or other systems to manage donor relationships, pipelines, forecasting, and fundraising activity
- Knowledge of the journalism and/or civic engagement sectors in Canada is an asset
- Experience building a revenue stream that didn't exist before you arrived is an asset

Compensation, benefits and time off:

- Base salary of \$100,000–\$120,000, plus an annual bonus of up to 10% (total compensation up to \$132,000)
- Dental and health benefits including paramedical, vision and a \$500 healthcare spending account
- 15 flexible vacation days, plus the week between Christmas and New Year's when the whole team is off
- Unlimited sick days

- 100% remote work, with the option for hybrid arrangements in Vancouver and Toronto
- A professional development spending account of \$1,000 a year
- A home office spending account of \$500 a year

How to apply

Please complete the application here <https://theijf.applytojobs.ca/development/50586> by September 30, 2026. Applications will be reviewed on a rolling basis; we encourage early submissions. The form will ask you for your CV and a cover letter telling us how your skills are a fit for the IJF's mission. Make sure to tailor your cover letter to make clear how you fit the "qualifications" and "what you'll do at the IJF" section above.

We're looking forward to hearing from you.

The IJF team