



Kinvia

Vice-President, Revenue & Strategic Partnerships

Posted On: September 9, 2026

Closing On: October 2, 2026

Location: Remote (Toronto, Ottawa)

Employment Type: fulltime

Level: senior

Salary Range: 150,000-185,000

Website: <https://kinvia.bamboohr.com/careers/72>

Title **Vice-President, Revenue & Strategic Partnerships**

Type **Permanent, Full-time, 35 hours per week**

Location **Ontario (Toronto, Ottawa)**

Reports to **President & CEO**

Salary **\$150,000-185,000**

Kinvia, previously known as Canadian Feed the Children, envisions a world in which children, youth, and their communities thrive, realizing their full potential. Kinvia works in partnership with local NGO's and communities in Uganda, Ethiopia, Ghana, Bolivia, and with Indigenous Peoples in Canada. Kinvia is here with communities who are building local, self-reliant, sustainable systems to provide food for their children, youth, and families across generations. It works in solidarity with communities to impact all areas of nourishment at all stages of their lives, including income generation, education, gender equality, racial justice, and climate impacts.

About this opportunity

Reporting to the President & Chief Executive Officer, the **Vice President, Revenue & Strategic Partnerships** ("VP") is accountable for advancing its long-term financial sustainability through an integrated, diversified, and partnership-driven revenue strategy

aligned with Kinvia's 10-year strategic directions. As a key member of Kinvia's Senior Leadership Team, the VP is accountable for the day-to-day operation of the Philanthropy Team and the organization's annual revenue targets. The VP also advises and supports the President & CEO and the Board to advance Kinvia's mission and financial sustainability. Mentoring, supporting, and collaborating with a dedicated team, as well as collaborating across teams, the VP ensures donor and constituent relationships are built and stewarded, while providing strategic leadership to the team in executing key initiatives, ensuring vision, growth, and relationship-building are fully realized in practice. Key aspects of this role include revenue generation and diversification, resource mobilization, as well as integrated communications, storytelling, stewardship activities, and brand enablement to ensure that all fundraising communications and engagement strategies effectively support Kinvia's brand and revenue generation and diversification objectives.

Vision

A world in which children, youth and their communities thrive, realizing their full potential.

Mission

Kinvia accompanies children, youth, and their communities as they work to overcome systemic barriers to ensuring their rights to nutritious and culturally appropriate food, fostering wholistic well-being.

Kinvia's Approach

Kinvia's approach is grounded in a community led approach. Kinvia works alongside local partners and communities to support them to achieve self-determined, equitable and sustainable food systems. Our approach also recognizes the importance of working directly or indirectly with the economic, social, environmental and political systems that underpin and influence food systems.

Kinvia's Values

Kinvia's values are how it governs the organization, makes decisions and acts as it undertakes its work together. They also serve as the foundation of its culture, behaviors and core beliefs.

- **Accountability** – Kinvia demonstrates its commitment to trust through responsible actions, a focus on meaningful impact, transparency, and reciprocal accountability.

- **Partnership** – It nurtures collaborative relationships and engages communities in shaping decisions that affect their lives.
- **Inclusiveness** – It diligently works to create safe spaces where diverse perspectives and experiences can inform and direct change.
- **Solidarity** – It uplifts one another and accompany those affected by systems of oppression and marginalization.
- **Respect** – Kinvia values the dignity of people and uphold human rights.
- **Humility** – Kinvia is on a continuous journey of healing, growth and discovery, and are committed to creating spaces where they can listen to and learn from each other.

Impact Report

To read Kinvia's 2024-2025 Impact Report, please visit: <https://kinvia.ca/who/impact-financials/>

Where Kinvia Works

Kinvia works with local community-based partners in Bolivia, Ethiopia, Ghana, Uganda and with 24 Indigenous partners in Canada. Our work is centred in supporting self-determined, equitable and sustainable food systems by working with communities, particularly women and youth on:

- Food production, harvesting and processing through sustainable agricultural practices and the use of indigenous seeds
- Livelihood and job creation
- Financial inclusion
- Social inclusion and equity in food systems, including gender transformative change in food systems
- Tradition and culture in food systems
- Nutrition Education
- Community governance structures and leadership

Tackling the root causes of poverty and homelessness among Bolivian children and youth.

To learn more, please visit: <https://kinvia.ca/where/>

Responsibilities

Revenue Diversification & Growth, Strategic Partnerships & External Influence

- Provide executive leadership for Kinvia's integrated revenue diversification, growth, and strategic partnerships strategy, aligned to the organization's 10-year strategic vision and annual operating priorities.
- Lead the evolution from reliance on traditional fundraising channels toward a balanced, resilient revenue mix that includes major gifts, philanthropy, partnerships, institutional funding, and innovative revenue models.
- Ensure clear revenue growth pathways, multi-year forecasting, and financial sustainability in collaboration with the senior leadership team.
- Serve as organizational lead for monitoring external trends in philanthropy, development, and social impact financing to ensure Kinvia remains adaptive, competitive, and future-ready.
- Champion an integrated resource mobilization model that aligns fundraising, strategic partnerships, communications, brand, and impact storytelling in service of revenue growth, influence, and long-term engagement.
- Embed an equity-informed and community-centered approach to resource mobilization, evolving traditional fundraising models to prioritize dignity, reciprocity, and community agency, while addressing systemic power imbalances in how resources are generated and shared.

Philanthropy, Donor Stewardship, Strategic Partnerships & Resource Mobilization

- Serve as the senior organizational steward of Kinvia's long-standing donor and partner relationships, ensuring trust, reciprocity, and shared purpose remain central to all revenue-generating activities.
- Provide strategic oversight and co-leadership to the Director, Philanthropy & Resource Mobilization in advancing major gifts, foundations, corporate partnerships, institutional funding, and other priority revenue streams.
- Work in close collaboration with the President and CEO and personally cultivate and maintain select high-value relationships with donors, partners, and funders, acting as a senior representative and relationship-builder for Kinvia.

- Ensure strong donor and partner stewardship, prospect development, and relationship management systems that prioritize retention, growth, and long-term commitment.
- Work in close partnership with the VP, Programs & Partnerships to co-design funding and partnership strategies that are aligned with program priorities, country strategies, in-country funding opportunities, impact objectives, and community accountability.
- Support and activate Board members, committees, and volunteer leaders to extend Kinvia's relationship capital, networks, and revenue-generating capacity in ways that are strategic, values-aligned, and appropriate to governance roles

Integrated Fundraising, Communications & Brand Enablement

- Provide executive oversight to the Director, Integrated Fundraising & Communications, ensuring that fundraising communications, brand, and engagement strategies effectively support revenue diversification objectives.
- Ensure Kinvia's brand and communications strengthen revenue, influence, and trust, while deepening brand equity, amplifying impact, and reflecting the values, voices, and leadership of the communities we work alongside.
- Offer strategic counsel to the President & CEO and Board on reputation, positioning, and communications risks, including issues and crisis communications as required.
- Ensure consistent, values-aligned messaging across donor, partner, sector, and public audiences that reflect Kinvia's identity, commitments, and impact.
- Oversee high-level performance and integration across annual giving, digital engagement, storytelling, and stewardship channels without direct operational management.

Leadership Governance & Organizational Impact

- Serve as a trusted strategic advisor to the President & CEO and an active contributor to Senior Leadership Team decision-making.
- Support the Board of Directors through clear reporting, insight, and strategic framing related to revenue, risk, and opportunity.
- Foster strong cross-functional collaboration across Programs & Partnerships, Finance & Operations, and Resource Mobilization to ensure alignment between strategy, resources, and impact.

- Help position Kinvia as a sector leader in sustainable, ethical, and impact-driven resource mobilization.

People and Culture & Values

- Provide strong, empowering leadership to a high-performing advancement and partnerships team through the leadership of two Directors, fostering shared accountability across revenue, partnerships, and programs.
- Model and reinforce a culture of trust, accountability, learning, and innovation.
- Support talent development, succession planning, and organizational resilience within the advancement function.
- Uphold and advance Kinvia's commitments to equity, anti-racism, anti-oppression decolonization, and community accountability in all revenue-related practices.

Operations, Oversight and Accountability

- Oversees development and communications departments' budgets and maintains executive accountability for advancement-related revenue targets, budgets, forecasting, and performance reporting.
- Ensure strong systems, controls, and ethical standards for donor stewardship, data management, and compliance.
- Oversee effective use of fundraising and CRM systems (e.g., Blackbaud NXT) in collaboration with Directors.
- Prepare high-level reports and recommendations for the President & CEO and Board of Directors.

The Candidate:

The ideal candidate's career demonstrates progressive advancement into senior fundraising and leadership roles, including overseeing staff and ideally reporting to a board on fundraising matters. Candidates should have a breadth of experience across the areas in the portfolio, including storytelling, digital engagement and leveraging an organization's brand to support donor engagement and revenue generation, and with relationship-based fundraising across multiple revenue streams including annual giving, mass market, major gifts and with individuals, foundations, and corporations. As a strategic, systems-thinking leader, candidates have strong financial and budgetary acumen, including managing budgets and with multi-year planning and forecasting, relevant charity regulations, and of CRA guidelines. As a senior executive, you also have experience leading through

complexity, change and constraint while maintaining focus on long-term sustainability. Your engaging, honest, and transparent communications style is evident by how you cultivate and maintain strong and trusting relationships with donors and partners, and with your colleagues, direct reports, and Board members. Candidates must demonstrate strong alignment with Kinvia's mission and values, including a commitment to diversity, equity, inclusion, decolonization, anti-racism, and anti-oppression, demonstrated cultural knowledge, humility, and sensitivity, and the ability to engage respectfully and collaboratively with diverse communities, including Indigenous partners in Canada and global partners across Kinvia's programs.

While the Search Committee recognizes that it is unlikely that any one individual will possess all the desired qualifications in equal measure, in addition to the above, the ideal candidate should have the following:

- Progressive senior leadership experience in fundraising, advancement, or revenue development, with demonstrated success growing and diversifying revenue.
- Proven ability to lead through complexity, change, and constraint while maintaining focus on long-term sustainability.
- Deep expertise in major gifts and relationship-based fundraising; experience across multiple revenue streams required.
- Strong strategic, financial, and systems-thinking capabilities, including experience with forecasting and multi-year planning.
- Exceptional relationship-building skills with donors, partners, executives, and Boards.
- Demonstrated ability to lead and empower senior leaders and build high-performing, collaborative teams.
- Excellent communication, influence, and executive presence.
- Demonstrated commitment to equity, diversity, inclusion, decolonization, anti-racism, and anti-oppression.
- Experience working closely with a non-profit Board of Directors.
- CFRE designation is considered an asset.
- French or Spanish language skills considered an asset.

- Willingness to travel occasionally and work flexible hours as required.
- A strong alignment with Kinvia's values and a desire to make a meaningful difference.

Location/Work Hours: While Kinvia is remote first work environment it requires the **successful candidate to be based in Toronto or Ottawa** and be available to work occasional evenings or weekends to accommodate fundraising events, donor meetings across time zones, and urgent deadlines. The role also requires candidates to be able and willing to travel domestically and internationally.

Candidates must be legally eligible to work in Canada.

What we offer:

Join our team and enjoy a range of benefits designed to support your professional growth and personal well-being:

- **Flexible Work Environment:** Embrace a work-life balance with our remote work options.
- **Health & Dental Benefits:** Comprehensive coverage to ensure your health and wellness.
- **Mental Health Day:** Two employer-supported mental health days per year to help you rest, recharge, and care for your wellbeing.
- **Pension Program:** Secure your future with our employer-matched pension plan.
- **Summer Hours & Holiday Program:** Enjoy flexible summer schedules and extended holiday periods.
- **Generous Time Off:** Benefit from personal days, vacation, and sick leave to recharge and refresh.
- **Volunteer Opportunities:** Make a difference with paid volunteer days.
- **Parental Leave Top-Up:** Additional support during your parental leave.
- **Learning and Development Support:** Invest in your career with our continuous learning and professional development opportunities.

- **Inclusive Culture:** Be part of a workplace that is committed to diversity, equity, inclusion, decolonization, anti-racism, and anti-oppression.

How to Apply:

To learn more about this impactful leadership opportunity with Kinvia, please submit your application: <https://kinvia.bamboohr.com/careers/72>

Applications will be reviewed on a rolling basis, please apply as soon as possible.

We thank all applicants for their interest; however, only those under consideration will be contacted. The position will remain open until the successful candidate has been selected.

Kinvia is committed to inclusive, accessible and barrier-free employment practices and to creating a workplace that reflects and supports the diversity of our community. We encourage and welcome applications from qualified applicants including members of racialized groups, Indigenous Peoples, women, persons with disabilities, and persons of any sexual orientation or gender identity. Please let us know if you require an accommodation and we will work with you to ensure a barrier-free hiring process. For further information about Accessibility or Accommodation process at Kinvia, please contact our People and Culture Department.