



**Veterinarians
Without Borders**
North America

Canada Headquarters:

700 Industrial Ave
Suite #410
Ottawa, ON, K1G 0Y9
+1 (343) 633-0272

U.S.A. Headquarters:

One World Trade Center
85th Floor
New York, NY 10007-0103
+1 (212) 220-7192

Director of Development Job Description

Location: Remote – Canada

Reports to: Executive Director

Employment Type: Permanent, full-time

Salary Scale: 100-130k (Full-time)

About VWB:

Veterinarians Without Borders – North America (VWB) works to improve animal health, livelihoods, and global One Health outcomes. We are seeking a strategic and results-driven Director of Development to lead fundraising across the U.S. (20%) and Canada (80%).

Role Overview:

The Director of Development will drive major gifts, corporate and foundation partnerships, and donor engagement, working closely with the Communications Lead to ensure cohesive messaging and effective stewardship. Reporting to the Executive Director, this role will design and execute development strategies that align with VWB's 2025–2030 strategic priorities and ensure long-term financial sustainability.

Key Responsibilities:

- **Fundraising Strategy:** Develop and implement a multi-year development plan, setting annual and long-term fundraising goals with the Executive Director and Board.
- **Donor Cultivation & Stewardship:** Identify, cultivate, and solicit major donors and institutional partners. Partner with the Communications Lead to produce proposals, impact reports, and donor communications.
- **Strategic Partnerships:** Expand VWB's network of corporate and foundation supporters and explore new partnership opportunities.
- **Team Leadership:** Manage and mentor development staff, fostering collaboration and professional growth. Collaborate with Program, Finance, and Communications teams to integrate fundraising across the organization.
- **Culture of Philanthropy:** Engage staff and Board members in fundraising, providing tools, training, and support.
- **Data & Operations:** Oversee donor CRM systems, reporting, and analytics to inform strategy and track revenue and engagement metrics.



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Qualifications:

- 7+ years in development/fundraising leadership, with success in major gifts and institutional fundraising.
- Experience collaborating with communications teams for donor-facing materials.
- Strong relationship-building, strategic planning, and leadership skills.
- Experience engaging boards and senior leadership in fundraising initiatives.
- Familiarity with international development, animal health, or One Health sectors is a plus.
- French language skills are an asset.

Why Join VWB:

Lead transformative development initiatives in a mission-driven organization, collaborating with a passionate international team to make a meaningful impact on animal and human health globally.

To Apply: Please send your resume and cover letter to recruitment@vwb.org.