



**Director of
Development
(Ontario &
Western Canada)**

*Position
Brief*





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FOR MORE INFORMATION

KCI Search + Talent has been retained to conduct this search on behalf of TAU Canada. For more information about this opportunity, please contact Ellie Rusonik, SVP/Lead, KCI Search + Talent by email at: TAUCanada@KCI Talent.com.

Please note the deadline for submission is **December 9, 2025**. All inquiries and applications will be held in strict confidence. Interested candidates should send resume and letter of interest to the email address listed above.

The salary range for this position is \$120,000 - \$130,000 plus a comprehensive benefit package. TAU Canada offers a flexible, hybrid work environment with 3–4 days in-office, 1–2 days remote. This position will be based out of the TAU Canada office at 3130 Bathurst Street in Toronto.

Accommodations are available on request for candidates taking part in all aspects of the selection process. If you require any accommodations, please notify the Search Consultant.



Director of Development (Ontario & Western Canada)

THE OPPORTUNITY

Tel Aviv University Canada (TAU Canada) is seeking a results-oriented and relationship-driven Director of Development to lead fundraising efforts across Ontario and Western Canada. This senior role is ideal for a strategic fundraiser and natural connector who thrives in a collaborative, agile environment and is inspired by TAU's global impact in research, innovation, and education.

Reporting to the CEO and as an integral member of the team, the Director will play a pivotal role in expanding TAU Canada's philanthropic footprint, cultivating and securing major gifts, and driving revenue growth to support the University's priorities. The Director will be a proactive self-starter who enjoys building authentic, lasting relationships with donors, volunteers, staff, and the community.

The Director will partner with senior volunteer leaders, including an engaged and expanding board presence in Calgary, Winnipeg, and Vancouver to strengthen TAU Canada's reach and visibility across Western Canada.

With a proven record in major gift fundraising, the Director will build on TAU Canada's loyal supporter base, leverage existing data to identify warm leads, and utilize research and community knowledge to uncover new prospects, thereby building and managing a robust donor portfolio.

Supporting TAU Canada's signature events, the Director will use these and other activities as cultivation and stewardship opportunities that deepen donor engagement and inspire continued investment.

The Director will have the opportunity to leverage the investments that TAU Canada has been making in strengthening fundraising capacity and infrastructure, including a new donor database (Raiser's Edge NXT), prospect research support, and operational efficiencies, allowing more time dedicated to donor relationships.

TAU Canada offers a collaborative, nimble, and supportive environment, one that fosters creativity and an openness to new ideas and approaches to meeting goals and solving problems.

Travel within Canada for donor meetings will be required, as well as to Israel (up to once per year).

ABOUT TEL AVIV UNIVERSITY

Tel Aviv University (TAU) is Israel's largest and most dynamic institution of higher education, known globally for its cutting-edge research, entrepreneurial spirit, and commitment to innovation.

Founded in 1956, TAU has grown into the most influential university in Israel today. From ground-breaking research to life-saving technology, TAU is shaping the future of Israeli society and producing alumni who become tomorrow's leaders, teachers and innovators. Many of Israel's leaders in medicine, technology, law, music, film, and government are graduates. The university has been ranked 7th among the top 10 schools globally for producing successful, venture capital-backed founders of companies in a survey of over 13,000 entrepreneurs worldwide (Pitchbook 2019). TAU remains the only non-U.S. university to make the top 10.

TAU Partners in Canada:

- Carleton University
- McGill University
- Queen's University
- Simon Fraser University
- Toronto Metropolitan University
- University of British Columbia
- University of Montreal
- University of Ottawa
- University of Toronto
- York University



At Tel Aviv University (TAU), innovation is driven by the talented faculty members and students working under their guidance. These researchers illuminate our world with brainpower, determination and creativity.

Investment in Research is critical for future generations to thrive and reach their full potential, as well as for the advancement of knowledge and scientific discovery.

[Here](#) are just a few highlights of the incredible studies from that past year that exemplify how TAU is achieving revolutionary progress:

- **World First:** Breakthrough human spinal cord implant using a patient's own cells, that could allow paralyzed patients to walk again.
- **Parkinson's Research:** The early diagnosis of Parkinson's disease—up to 20 years before symptoms appear.
- **Cancer Breakthrough:** A mechanism that eliminates tumours, including those resistant to immunotherapy.
- **Autism Study:** Insights into brain mechanisms involved in genetically based autism, paving the way for effective treatments.
- **Neural Discovery:** A breakthrough in understanding neural stability, offering hope for treating depression, Alzheimer's, epilepsy, and more.

Are You Optimistic? Campaign Priority Projects



School of Medicine

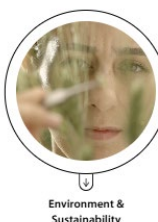
TAU recently secured a \$125M gift to name its School of Medicine, Israel's largest and most influential medical school, known for ground breaking biomedical research and training 20% of the country's physicians. This gift will enable TAU to expand cutting-edge research, advance medical education, and enhance Israel's global impact on healthcare.

Biomed Building

A new state-of-the-art Biomedical Sciences Building will expand TAU's achievements in biomedicine and strengthen its multidisciplinary research. This much-needed facility will unite scientists, hospitals, biotech firms, and global partners, providing advanced labs and flexible research space to accelerate the pace of discovery and produce further breakthroughs to help ease suffering and save lives.



Environment & Sustainability



TAU is boosting the field of Environment & Sustainability and tackling urgent climate change challenges. The vision is to elevate, coordinate, and dramatically enhance research and teaching activities across campus units, serving as a dynamic research hub for state-of-the-art, creative, and viable solutions that contribute to policymaking and foster sustainability in Israel and globally.

Faculty Recruitment

The ongoing war and global rise in antisemitism underscore the need to strengthen Israel as a safe haven for the Jewish people. The Faculty Recruitment Fund will help attract world-class researchers to ensure Israel's technological and scientific leadership, combat brain drain, and maintain its global competitive edge. To do so, TAU requires attractive recruitment packages for lab renovations, equipment, fellowships, and start-up costs.



Student Success



To properly nurture and strengthen Israel's future innovators and researchers, TAU's newly expanded Student Success Center requires significant funding to support its broad mandate and the growing needs of its students. Funds will be used to launch a special projects fund, reinforce career development services, expand the Center's physical space, and establish a permanent endowment to ensure long-term sustainability.



ABOUT TEL AVIV UNIVERSITY CANADA

Tel Aviv University Canada (TAU Canada) bridges the university and its Canadian community of supporters, driving philanthropy, academic collaboration, and strategic engagement from coast to coast.

We are a passionate, mission-driven team committed to advancing education, research, and innovation that help shape a stronger Israel and a better world.

Tel Aviv University Canada provides direct funding support for the educational and research goals of Tel Aviv University (TAU), facilitated by enhanced public awareness of the University's achievements and programming through the development of a strong local network of support.

As part of a global network of friends' associations, TAU Canada facilitates academic and research partnerships between Canada and Israel, while also establishing scholarships, supporting research, cultivating student and faculty exchanges, and recruiting Canadian students to participate in the TAU International Program.

ADDITIONAL INFORMATION

[About Tel Aviv University](#)

[Leadership Team – Ontario & Western Canada](#)

[Financial Statements and Annual Reports](#)

[TAU 2025 Annual Report](#)

[TAU Campaign: Are you Optimistic?](#)

[What's New at TAU](#)

KEY DUTIES AND RESPONSIBILITIES

Key Responsibilities

Fundraising Leadership:

- In collaboration with the CEO, design and execute a comprehensive development strategy for Ontario and Western Canada, focusing on major gifts and long-term donor engagement.
- Develop, monitor, and report on goals and objectives aligned with organizational strategies and budgets.

Donor Cultivation & Stewardship:

- Build and actively manage a robust personal portfolio of high-net-worth prospects and donors, including individuals, foundations, corporations, and community partners.
- Support the CEO and senior volunteers with all donor relations activities and resources so that they may successfully activate and engage their networks.
- Build and oversee a major gift stewardship framework inclusive of all reports, events, and activities.
- Proactively seek opportunities to engage donors and volunteers in Western Canada.

Strategic Collaboration:

- Work closely with the CEO and national team to align regional efforts with national and international priorities, including university campaigns and special initiatives.
- Work in partnership with marketing and communications colleagues on fundraising collateral, including but not limited to proposals, cases for support, stewardship materials, impact reports, event materials, etc.

Event & Mission Planning:

- Assist in planning and executing donor cultivation events, briefings, and delegations to Tel Aviv University, enhancing donor connection and impact.
- Actively participate and support TAU Canada fundraising events; leverage events for donor and sponsor cultivation and giving opportunities.

Data and Technology:

- Utilize Raiser's Edge NXT to manage donor pipelines, track engagement, and generate actionable insights.
- Leverage current and emerging technologies for pipeline development, donor qualification, etc.

Community Engagement:

- Represent TAU Canada at key events and within relevant networks to elevate the organization's visibility and influence.

QUALIFICATIONS & COMPETENCIES

- Progressive experience in fundraising, with a strong emphasis on major gifts and donor relations.
- Proven success growing a portfolio of donors/prospects and securing gifts from individuals, corporations, and foundations.
- Proactive, driven, a self-starter; personally motivated to uncover leads and build lasting donor relationships.
- Experience engaging and supporting volunteers in a major gift capacity.
- Strong understanding of donor stewardship with experience developing plans, materials, and activities that strengthen donor engagement.
- Experience leading and driving support for fundraising and cultivation events.
- Understanding of the philanthropic landscape in Ontario. Familiarity with Western Canada is an asset.
- Experience with Raiser's Edge NXT or other CRM systems is a strong asset.
- Exceptional communication, interpersonal, and presentation skills with the ability to persuade and motivate giving.
- Strategic thinker with a high degree of initiative, professionalism, and emotional intelligence.
- Willingness to travel regionally and occasionally internationally.
- Passion for higher education, Israel, and global impact.

BIOGRAPHIES

Stephen J. Adler, Chief Executive Officer, Ontario and Western Canada



Stephen joined Tel Aviv University Canada nearly 14 years ago as an experienced fundraising and communications professional; philanthropic advisor, and senior administrative leader in the not for profit sector. Prior to joining TAU Canada Stephen held increasingly senior and significant roles in the not-for-profit sector with Reena Foundation, Heart and Stroke Foundation of Ontario and the Multiple Sclerosis Society of Canada, where he collaborated with a diverse group of donors and volunteers to provide support to the \$60 million *end MS* Campaign and other Society initiatives in Ontario and across Canada.

Stephen holds a Bachelor of Arts from the University of Ottawa, a Post-Graduate Diploma in Corporate Communications from Centennial College and a Certificate in Fund Raising Management from Indiana University, The Center on Philanthropy. In 2013 Stephen was named one of ShalomLife's Top 20 Under 40 and in 2010, Stephen was nominated as one of Canada's Top 40 Under 40™. Stephen lives in Toronto with his wife Marnie, and their two children.

David Altshuller, Chair (Ontario and Western Canada)



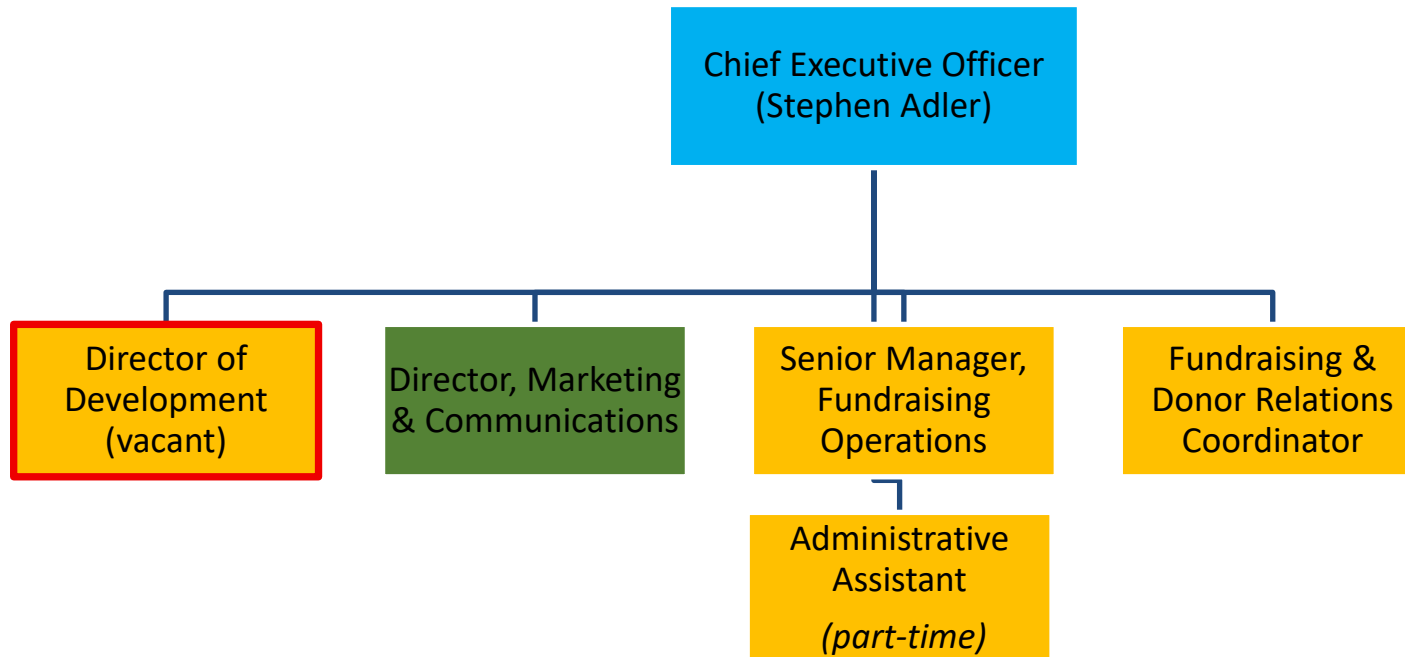
David Altshuller is a partner at Ricketts Harris LLP. David has a broad based corporate/commercial litigation practice with an emphasis on franchise disputes, estate matters, shareholder disputes, insolvency/restructuring proceedings, construction disputes and property/leasing matters. When required, he can assemble and manage a team of lawyers across a variety of practice areas in order to deal with his clients' issues in a thorough and cost-effective manner.

David has spoken at numerous conferences and seminars sponsored by, among others, the Ontario Bar Association and the Canadian Franchise Association.

In 2014, 2015 and 2016 David was listed by *Lexpert*® as an expert in Franchising Law and selected by *Franchise Times Magazine* as a "Legal Eagle". He is also listed in the 2015, 2016 and 2017 editions of Best Lawyers International.

David has a strong connection to TAU. He enrolled in the M.A. Program in Middle Eastern History in 1994. He was a teaching assistant in the Overseas Student Program (Modern History of the Middle East) from 1996-1997. He was a lecturer in the Overseas Student Program (Modern History of the Middle East) 1997-2000 and was employed as Director of Special Education Programs for TAU/OSP.

ORGANIZATIONAL CHART



 * Canada-wide role shared with Montreal office