
Position: Vice President, External Relations
Site: Hybrid: MaRS Discovery Tower (Toronto) + Work from Home
Department: Grand Challenges Canada
Reports to: Chief Executive Officer
Status: Full-time, Permanent
Salary: \$189,000/year + benefits

[Grand Challenges Canada](#) (GCC) is dedicated to supporting Bold Ideas with Big Impact®. Funded by the Government of Canada and other partners, GCC funds innovators in low- and middle-income countries and Canada. The bold ideas we support integrate science and technology, social and business innovation – we call this Integrated Innovation®. We have a determined focus on results, and on saving and improving lives. GCC works closely with a global network of partners to bring successful innovation to scale, catalyzing sustainability and impact.

As one of the largest impact-first funders in Canada, GCC has funded over 1,400 innovations championed by innovators in more than 102 countries. These innovations have already improved more than 21 million lives and saved more than 62,000 lives.

The Vice President (VP) External Relations plays a crucial role in shaping Grand Challenges Canada's future by developing and implementing comprehensive strategies to effectively position Grand Challenges Canada and the innovations we support for greater social impact. Reporting to the CEO, this role is part of the executive leadership team. They will work both across the organization, to pull insights and experiences from the GCC team; and lead specific projects and a team of people in externally facing roles: Director of Funder & Partner Relations, Director of Scale & Sustainability, Director of Strategic and Corporate Communications (in relation to strategic communications and branding), Director of Strategy & Delivery (in relation to strategy), Director of New Programs.

The **VP External Relations** is a seasoned professional with a proven track record of building relationships, fostering partnerships, and mobilizing resources in the global health and humanitarian assistance sectors. They focus on results, bring clarity to complexity, and motivate action from both Grand Challenges Canada and the broader system in which we work to accelerate social impact.

Key Responsibilities

- **Advocacy and Influence:**
 - Create opportunities for CEO and other senior leaders at Grand Challenges Canada to influence actions that accelerate global health and humanitarian impact.
 - In partnership with Director of Strategic & Corporate Communications, generate tactical plans, e.g., key messages, asks, for the CEO and other senior leaders to maximize meetings with external partners.
 - Represent Grand Challenges Canada in key forums, conferences, and events, advocating for policies and actions that accelerate global health and humanitarian impact.
 - Collaborate with partners to influence and shape the global health and humanitarian agendas.
 - Enhance Grand Challenges Canada's visibility and brand.
- **Strategy Development:**

- Support the Director, Strategy & Delivery to develop the 2025-2030 Strategic Plan.
- Develop and implement a comprehensive external relations strategy aligned with Grand Challenges Canada's mission and to enable delivery of Strategic Plan 2025-2030.
- Identify key stakeholders and influencers, both nationally and internationally, to engage in strategic partnerships and as champions for impact.
- In partnership with the Board, Program Advisory Council and Management team, explore and develop new opportunities, initiatives and programs that enhance Grand Challenges Canada's impact in the world.
- Together with the Director, Scale and Sustainability, guide the development and implementation of bespoke scaling strategies for the most promising innovations that GCC has supported.
- **Partnership Building:**
 - Cultivate and nurture strategic relationships with Government of Canada and other country governments, multilateral organizations, philanthropic organizations, NGOs and other relevant stakeholders.
 - Support the Director, New Programs to work collaboratively with GCC program teams to identify opportunities for program development and expansion.
 - Foster collaborations that drive the scale of tested innovations to improve health and wellbeing of underserved communities, globally.
- **Resource Mobilization and Fundraising:**
 - Together with the Director, Funder and Partner Relations, develop and implement strategies to secure funding and resources from diverse sources for Grand Challenges Canada, its initiatives, and specific innovations that show the most promise for impact.
 - Manage the Grand Challenges Canada Foundation to support fundraising through charitable donations.
- **Team Leadership:**
 - Build and nurture the talents of a high performing, externally facing team that represents Grand Challenges Canada in the world; providing guidance, mentorship, and support: The following roles report to the VP External Relations: Director of Funder & Partner Relations, Director of Scale & Sustainability, Director of Strategic and Corporate Communications (in relation to strategic communications and branding), Director of Strategy & Delivery (in relation to strategy), Director of New Programs.
 - Foster a culture of collaboration, innovation, and good-enoughness within their team and across the organization.

Qualifications

- Minimum of 10 years of senior leadership experience in external relations, strategy, policy, business development, or a related field.
- Proven track record of successfully building and managing strategic partnerships, and of weaving together parts of an ecosystem for collective action and to create opportunities.
- Demonstrated success in fundraising and resource mobilization with large-scale partners, from public and private sources, and success in securing awards at the \$1M+ level.
- Strong understanding of, and networks within, the global health and humanitarian assistance ecosystems. Familiarity with financing and public procurement is a bonus.

- Strong communication, negotiation, and presentation skills.

People from historically excluded communities with lived experiences in relevant thematic areas are encouraged to apply. People with lived experience and/or work experience in the communities or countries we are supporting are especially encouraged to apply.

Don't meet every requirement? Studies have shown that women, people of color, people from LGBTQ2S+ and disabilities communities are less likely to apply to jobs when they do not meet every qualification. At Grand Challenges Canada, we are dedicated to building a diverse, inclusive, authentic, and accountable workplace, so if you are excited about this role but your experience does not align perfectly with every qualification in the job description, we encourage you to apply, as you may be the ideal candidate we are looking for.

Location and Work Requirements:

- We are currently working in a hybrid model with time in office and working from home. With rare, approved exceptions, GCC staff are to live in or near the Greater Toronto Area (GTA) and available to travel to, and work from the Toronto main office, as business operational needs require. Any expenses related to travel and or relocating to Toronto are the sole responsibility of the employee and will not be reimbursed by GCC.
- Domestic and international travel required.
- Applicants must be eligible to work in Canada.

Permanent Full-Time Benefits

- Health and Dental provided by Sunlife Canada effective on start date.
- Enrollment in the Healthcare of Ontario (HOOPP) Defined-Benefit Pension Plan
- Four (4) weeks of paid vacation
- Four (4) day work week (with Friday as a flex/off day), excluding weeks with Statutory holiday (program reviewed annually)
- Access to Employee Assistance Program (EAP), and UHN added value benefits such as fitness, spas and wellbeing, hotels and travel services, and retail discounts.

Term

- Start date: 2 April, 2024
- Status: Permanent full-time

Application process

- Please submit your resume and cover letter [here](#)

POSTED DATE: January 23, 2024

CLOSING DATE: February 5, 2024