

Job Title: Events and Corporate Partnerships Manager

Location: Toronto, Canada (Only candidates who are eligible to work legally without work visa sponsorship in Canada will be considered.)

Contract Type: Full-time (40 hours per week), Permanent

Target Hiring Salary: CAD 90,418 – 95,000 per annum (before taxes)

Target Start Date: Mid-October 2025

Application Closing Date: September 17, 2025 23:59 EDT

About Right To Play:

For more than 25 years, Right To Play has been protecting, educating, and empowering millions of children each year to rise above adversity through the power of play.

We offer programs in 14 countries across Africa, Asia, the Middle East and North America, reaching millions of children each year in some of the most difficult places on earth, helping them to stay in school and learn, overcome prejudice, heal from trauma, and develop the skills they need to thrive. We do this by harnessing play, one of the most fundamental forces in a child's life, to teach children the critical skills they need to dismantle barriers and embrace opportunities, in learning and in life.

This work is supported by our two global offices in Toronto, Canada and London, UK; and seven National Offices in North America and Europe.

Benefits:

- Connect and collaborate with a global team who are passionate about protecting, educating and empowering children and youth using the power of play!
- Culture premised on our [Culture Code](#) (accept everyone, make things happen, display courage, demonstrate care, and be playful)
- Paid leaves (15 days annual leaves, 3 personal days per year)
- Competitive benefits such as medical insurance, group RRSP plan, and gym membership
- Learning opportunities and 5 learning and development (L&D) days per year
- Flexible work policy
- Maternity/paternity/parental leave top up and support

Application Method:

Apply with your resume and cover letter in English via the application link:

<https://righttoplay.hiringplatform.ca/218680-events-and-corporate-partnerships-manager-cno/976509-application-form/en>

As part of our selection process, final candidates will be required to complete security checks and Vulnerable Sector Check or equivalent criminal record check as a condition of the offer. More details about our recruitment process is available [here](#). Safeguarding information is available [here](#).

Right To Play provides equal employment opportunities to employees regardless of their gender, race, religion, age, disability, sexual orientation or marital status. We strongly encourage groups who have been historically disadvantaged with respect to employment to apply for positions at Right To Play.

We value and promote a culture of diversity, equity, inclusion, and belonging. We are committed to providing accommodations to candidates with disabilities during the recruitment and selection process, and thereafter. Please reach out to the People & Culture team by email at careers@righttoplay.com. All information provided will be treated as confidential and used only to provide an accessible candidate experience.

Job Description:

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| Job Title: Events and Corporate Partnerships Manager | Grade: 8 |
| Reports to: Canadian National Director | Location: Toronto |
| Direct Reports: 0 | Department: Canadian National Office (CNO) |

1- Purpose:

To lead the strategy and execution of Right To Play Canada's primary events, support the young professional's network and lead the stewardship and engagement of corporate partners. This fundraising role contributes to national revenue goals and stewards' key stakeholders.

2- Accountability & Responsibilities:

Events (65%): Responsible for leading Right To Play Canada's signature fundraising events, from ideation through to execution, including the Heroes Gala. This includes leading the partnership with external event producers, the development of sponsorship materials, leading on all sales and execution of the event day of. The position also supports the young professionals network (Playmakers) with the successful development and execution of their primary events. The position is also lead in developing and executing Canadian engagement components of select Global Affairs Canada grants. The position will oversee the creation of new branded fundraising event properties that align with Right To Play's identity and donor investment strategy. Lastly, this role oversees all third-party fundraising activity.

Engagement & Relationship Lead with Corporate Partners and Management with Key Volunteers (30%): Oversees full relationship stewardship and oversight for corporate donors who support Right To Play events and is also the partner to the Playmakers Board and select Canadian Advisory Board members. Leads the recruitment and management of the annual Heroes Gala Sales Committee and

plays a collaborative role in supporting other national engagement opportunities across the organization.

Contribute as a Member of the CNO Leadership Team (5%): Participates as a member of the CNO management team contributing to a strong and positive team culture while also participating in goal setting, budgeting and forecasting.

Perform other tasks as assigned.

3- Scope (geographical and/or functional), Impact and Autonomy

This role leads the development, strategy and execution of key fundraising initiatives, events, and corporate partnerships, directly influencing revenue generation and donor engagement across Canada. The position is accountable for approximately \$1.5 million in revenue. It oversees project teams, holds budget responsibility, and represents Canada on global fundraising initiatives, operating with a degree of autonomy, high level of collaboration and cross-functional leadership.

4- Leadership and Staff management

This role does not have any direct supervision of staff. The position is the lead staff working with the Playmaker Board of volunteers and hence strong leadership and support for these volunteers is critical.

5- Information requirement for decision-making

The role requires access to donor data, event performance metrics, financial reports, program impact information, and stakeholder feedback to make strategic decisions. Most information is readily available through internal systems (e.g. MCRM, budget tools, event platforms) and cross-functional collaboration.

The role requires the individual to seek out external information that is not readily available as part of the development of new Signature Event opportunities for Right To Play.

6- Innovation and Improvements

This role is expected to lead the design and launch of new fundraising and engagement properties that align with RTP's brand and donor strategy. It drives innovation in event formats (live, virtual, hybrid), donor stewardship approaches, and volunteer engagement models. It is also responsible for improving processes related to sponsorship, third-party events, and corporate partnerships. High-impact innovations are developed collaboratively and approved by the National Director or relevant senior leadership.

7- Relationships & Communications: Internal / External:

This role maintains high-level external relationships with corporate partners, sponsors, event vendors, ambassadors, board members, and volunteer committees, requiring strategic communication, stewardship, and negotiation. Internally, the role collaborates closely with the Canadian National Office,

Global Events, Communications, Programs, and Finance teams, requiring strong cross-functional coordination, project management, and alignment to organizational goals.

8- Expertise (Certifications / Education, Professional Experience/Language)

A relevant undergraduate degree or equivalent experience is required. The role demands 8 years of experience in corporate fundraising, sponsorship, or event planning, with a proven ability to generate revenue and lead cross-functional teams. Key skills include strategic planning, donor stewardship, budget oversight, and stakeholder engagement. Fluency in English (spoken and written) is required. Proficiency with digital fundraising tools and event platforms (e.g. OneCause, MCRM) is essential.

9- Core Competences

- **Collaboration:** Leads cross-functional teams, engages diverse internal and external stakeholders, and fosters a cooperative work environment.
- **Growth Mindset:** Continuously seeks improvement, innovation, and new approaches to fundraising and engagement.
- **Resilience:** Navigates complex projects, shifting priorities, and high-pressure events with adaptability and focus.
- **Professionalism:** Maintains integrity, accountability, and a strong donor- and mission-centred approach in all activities.
- **Management and Interpersonal Skills:** Provides clear direction, coaches staff, builds strong relationships, and inspires teams and volunteers to achieve shared goals.

10- Additional Information

This role requires occasional travel within Canada and potentially internationally to support key events or initiatives. Evening and weekend work is expected during peak periods, including donor events and volunteer committee meetings.