



Canopy

Director of Major Gifts

October 2026

In partnership with:



Overview

Canopy is an environmental nonprofit protecting the world’s forests by transforming global supply chains. They are seeking an experienced Director of Major Gifts to strengthen philanthropic partnerships and secure significant support for this mission. The successful candidate will bring a proven track record of securing major gifts, building lasting donor relationships, and developing new funding opportunities. Working closely with Canopy’s leadership, this is an opportunity to connect donors with innovative environmental solutions and contribute to lasting impact on forests and biodiversity worldwide.



Details

Location:	Remote – Canada, UK or EU preferred (minimum four-hour overlap with Pacific Time)
Closing date:	9 November 2026
Starting date:	As soon as possible
Type of contract:	Full-time, permanent
Salary:	GBP 85,000-105,000
Reference:	CPS-DMG
Client website:	https://canopyplanet.org

About Canopy

Canopy is an environmental nonprofit working to protect the world's forests by transforming the global supply chains that depend on them. Through collaboration with businesses, innovators and decision-makers, Canopy advances solutions that reduce pressure on vital forest ecosystems and support more sustainable production practices.

Working internationally, Canopy combines environmental expertise, strategic partnerships, and systems-change approaches to address some of the most pressing challenges facing forests and biodiversity.



About the Role

The Director of Major Gifts will play a central role in strengthening Canopy's major gifts fundraising, building relationships with high-capacity donors, and securing significant philanthropic commitments to support its mission. This is a hands-on fundraising role requiring experience across the full donor lifecycle, from identifying and qualifying potential donors to cultivation, solicitation and stewardship. The Director will build and manage their own portfolio, develop tailored donor engagement strategies, and advance donor relationships towards significant philanthropic commitments with discipline, flair and intentionality.

Working closely with Canopy's Executive Director, senior leadership and colleagues across the organization, the Director will help advance priority donor relationships and translate complex environmental and scientific initiatives into compelling opportunities for philanthropic investment.

Reporting to the Senior Director of Development, the successful candidate will bring a strong track record in major gifts fundraising, a proactive approach to pipeline development, and disciplined portfolio management. They will be confident working both independently and in collaboration with an international team to strengthen Canopy's long-term philanthropic support.



Duties and Responsibilities

Major Gifts Fundraising and Portfolio Development

- Build and manage a portfolio of high-capacity individual donors and potential donors, overseeing the full donor lifecycle from identification and qualification through cultivation, solicitation, and stewardship;
- Proactively identify and qualify new prospective donors, building a strong pipeline of major gift opportunities;
- Develop tailored engagement and solicitation strategies based on donor interests, philanthropic capacity, and alignment with Canopy's priorities;
- Personally cultivate, solicit, and secure significant philanthropic gifts, including six- and seven-figure commitments;
- Steward existing donors, identifying opportunities for renewed and increased philanthropic support.

Donor Engagement and Strategic Partnerships

- Build trusted, long-term relationships with major donors through individual meetings, events, briefings, and other engagement opportunities;
- Work with Canopy's Culture and Engagement team and internal subject-matter experts to develop compelling donor engagement strategies and funding opportunities;
- Translate complex environmental, scientific, and systems-change initiatives into clear and persuasive philanthropic cases for support;
- Develop and contribute to donor proposals, presentations, impact updates, and stewardship materials.

Leadership Collaboration

- Partner closely with Canopy's Executive Director, senior director of development, and colleagues across the organization to advance priority donor relationships and fundraising opportunities;
- Identify opportunities for senior leadership involvement in donor cultivation and solicitation, including briefing preparation, meeting objectives, and follow-up strategies;
- Represent Canopy independently and alongside senior leaders in donor meetings, events, and other fundraising engagements, including regular travel;
- Collaborate across teams to support fundraising priorities and contribute to a positive, accountable and collaborative working culture.

Skills and Experience

- A passion for Canopy's mission, with knowledge of conservation, sustainable supply chains, or environmental philanthropy considered an advantage;
- Experience fundraising within a university, hospital, academic medical center, scientific institution, environmental organization, or another organization working with complex subject matter is strongly preferred;
- Ability to understand complex scientific, environmental, or technical information and translate it into compelling opportunities for philanthropic support;
- At least seven years of fundraising experience, including substantial experience in major gifts fundraising;
- Demonstrated success in personally cultivating, soliciting, and securing six- and seven-figure philanthropic gifts;
- Proven ability to independently build and manage a portfolio of major donors, including identifying and engaging new potential donors and developing long-term relationships;
- Strong knowledge of major gifts fundraising practices, including donor cultivation, solicitation, portfolio management, forecasting, and stewardship;
- Excellent interpersonal and relationship-building skills, with confidence engaging high-net-worth individuals, sophisticated donors, and senior organizational leaders;
- Strong written and verbal communication skills, including experience developing donor proposals, briefings, and presentations;

- Highly organized, proactive, and detail-oriented, with the ability to manage competing priorities and follow through on commitments;
- Ability to work independently, take ownership of donor relationships, and collaborate effectively within an international team;
- Willingness and ability to travel regularly for donor meetings, events, and fundraising activities;
- Embrace a **"Yes, AND..."** mindset to foster innovation and collaboration;
- A great sense of humor!



How to Apply

Piqued your interest?

To apply for this role, please prepare your CV (in English) and a motivation letter (one page) that summarizes how your profile aligns with the key requirements, skills and abilities of this role. Both files should be submitted in .doc(x) or .rtf format via this form: <https://mis.tl/cv>.

If you require reasonable accommodation in completing this application, interviewing, completing any pre-employment testing, or otherwise participating in the employee selection process, please contact **Mission Talent**.

After submitting your application, you will receive an automated confirmation. If you do not receive this or have general questions about submitting your application, please write to **Mission Talent**.





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Mission Talent is a women-led, multicultural executive search firm with nearly 20 years of experience serving impact-driven organizations. Rooted in lived experience across the Global South, we bring sector expertise and a values-based approach to leadership recruitment and assessment. Our work is grounded in both global insight and local knowledge, with a commitment to lasting, transformative impact.

Contact us: wewontbite@missiontalent.com

