



AMBROSE
UNIVERSITY



Opportunity Profile

VICE PRESIDENT, ADVANCEMENT
AMBROSE UNIVERSITY

NELSON/KRAFT
AND ASSOCIATES

EXECUTIVE SUMMARY

Ambrose University is searching for a senior fundraising leader who is committed to academic excellence, spiritual formation, and service to join their team as Vice President, Advancement.

Reporting to the President, the Vice President, Advancement is responsible for providing strategic leadership to the University's Advancement function in support of Ambrose University's mission and long-term sustainability. The Vice President, Advancement leads the Advancement team with a primary focus on fund development, while also providing oversight to alumni relations, church relations, donor engagement, and related external partnerships.

As a member of the senior leadership team, the Vice President, Advancement works closely with the President and other institutional leaders to advance Ambrose's strategic priorities, strengthen key relationships, expand philanthropic support, and enhance the University's visibility, reputation, and impact.

If you are a fundraising executive who is drawn to a mission-centred work environment and the opportunity to shape and strengthen philanthropic engagement in a Christ-centred academic community, we would love to hear from you.





OUR STORY

Ambrose University was formed in 2007 through the union of Alliance University College and Nazarene University College, but our roots go back to 1921, when Calgary Bible Institute first opened its doors. For over 100 years, Ambrose University and its predecessor institutions have been committed to Christian post-secondary education. In 2008, we moved to our current 23-acre campus in southwest Calgary, designed to support a growing community of up to 1,000 students and carrying forward a shared vision of strengthening our academic programs and expanding our reach.

Our story is rooted in the long traditions of teaching, scholarship, and service shaped by both institutions, and carried forward at Ambrose today.

WHO WE ARE

Rooted in Christian Traditions

Ambrose is the official post-secondary institution of The Christian and Missionary Alliance in Canada and the Church of the Nazarene Canada. We are deeply shaped by these traditions, but welcome students, faculty, and staff from more than 50 Christian denominations. Our diversity strengthens our learning and deepens our community.

Learning with a Purpose

At Ambrose, education goes beyond textbooks. Whether you're studying business, biology, or theology, you'll be invited to wrestle with questions of meaning, purpose, and calling.

Guided by Faith

Our faculty teach a faith-informed perspective, drawing from the richness of the Christian tradition. They encourage open dialogue, thoughtful reflection, and personal exploration, helping students grow in wisdom, character, and faith.



OUR MISSION

Ambrose University is a Christ-centred educational community that forms students intellectually and spiritually, prepares them for vocational success, and empowers them for redemptive engagement with the Church for the world.

OUR VALUES

- Christian faith
- Pursuing excellence
- Holistic formation
- Service
- Community

For more information, visit the [Ambrose website](#).

KEY RESPONSIBILITIES

Strategic Advancement Leadership

- Provide strategic and operational leadership to the Advancement team in support of Ambrose University's mission and strategic goals.
- Lead the development and execution of a comprehensive Advancement strategy, with particular focus on fundraising growth, donor engagement, and long-term relationship development.
- Serve as a member of the senior leadership team, contributing to institutional planning, leadership, and decision-making.
- Work closely with the President to align advancement priorities with institutional vision and opportunities for growth.



Fund Development & Donor Relations

- Lead all fundraising activities, with a strong emphasis on major gifts, annual giving, planned giving, capital campaigns, and donor stewardship.
- Cultivate, solicit, and steward relationships with current and prospective donors, including individuals, governors, corporations, foundations, alumni, faculty and staff, churches, and parents of students.





- Personally manage and advance a portfolio of key donor and partner relationships.
- Support the President and other senior leaders in donor strategy, major gift cultivation, and key external relationships.

External Relations & Partnership Building

- Provide oversight for alumni relations, church relations, and broader external stakeholder engagement.
- Strengthen Ambrose University's relationships with supporting constituencies, including church networks, alumni, community leaders, foundations, and philanthropic partners.
- Represent Ambrose University credibly and effectively in external settings, building trust and strengthening institutional profile.
- Foster strategic partnerships that support the University's advancement objectives and Christian mission.



Team Leadership & Operational Oversight

- Lead, support, and develop a healthy, collaborative, and high-performing Advancement team.
- Ensure clear goals, priorities, accountability structures, and development opportunities across the Advancement function.
- Prepare and oversee the annual Advancement plan, including goals, action plans, budgeting, reporting, and performance measures.



- Promote efficient, ethical, and effective use of systems, data, and technology to strengthen fundraising performance and departmental operations.

Governance, Ethics & Compliance

- Ensure Advancement activities are carried out in accordance with applicable legislation, professional standards, and University expectations.
- Remain informed regarding tax regulations and legislative developments affecting charitable giving in Canada.
- Ensure compliance with relevant fundraising ethics and professional standards, including those of AFP, Imagine Canada, and CCCC, as applicable.
- Ensure sound stewardship, confidentiality, and integrity in donor relations, gift administration, and Advancement operations.



QUALIFICATIONS

- Undergraduate degree, required; master's degree, preferred.
- CFRE designation, preferred.
- Minimum of five years of senior advancement, development, or fundraising leadership experience.
- Demonstrated success in personally soliciting and closing major gifts, with evidence of meeting or exceeding fundraising goals.
- Demonstrated success leading the planning, fundraising, and execution of multi-million-dollar capital campaigns.
- Strong understanding of fundraising methodologies related to annual giving, major gifts, planned giving, capital campaigns, and special events, preferably in a post-secondary or similarly complex, mission-driven environment.
- Experience leading and developing high-performing teams in an advancement or development setting.
- Knowledge of legislation, tax considerations, and regulatory requirements relevant to charitable fundraising in Canada.
- Experience implementing new and innovative fundraising strategies, including the effective use of technology, systems, and data to improve Advancement outcomes.
- Working knowledge of the evangelical church in Canada; relationships within The Alliance Canada and/or The Church of the Nazarene Canada, an asset.
- Credibility within Calgary and knowledge of the Calgary philanthropic and community landscape, an asset.
- Able and willing to travel as required.

PERSONAL CHARACTERISTICS

- Agreement with Ambrose University's values, mission, and Statement of Faith.
- Demonstrates a quality of spirit reflected in a growing relationship with God and in interpersonal relationships.
- Strong commitment to the Christian identity and mission of Ambrose University.
- Demonstrates wisdom, maturity, sound judgment, and discretion.
- Excellent relationship-building and communication skills, with the ability to engage a broad range of stakeholders effectively.
- High level of integrity, professionalism, and accountability.
- Positive, collaborative, and service-oriented leadership style.
- Able to lead with confidence, humility, and strategic clarity in a dynamic environment.
- Sensitively able to work effectively with a diversity of people and cultural groups.
- Strong organizational and planning skills, with capacity to manage multiple priorities effectively.

OUR SEARCH TEAM



shawn@nelsonandkraft.com
604.614.2665

SHAWN PLUMMER
LEADING THE SEARCH

Shawn is a senior executive who, after 22 years in international relief and development, most recently served as President & CEO of Food for the Hungry Canada. His career has led to deep relationships and respect within his broad network of non-profits and businesses globally and across Canada. With invaluable program and leadership experience, a history of managing large teams, as well serving as a board member himself, Shawn is well equipped to come alongside your organization to ensure you have the right leadership team in place to drive your future success.



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MARK KRAFT
SUPPORTING THE SEARCH

Mark is a trusted and sought-after executive search leader, with over 20 years of combined experience in the public and private sectors. Bringing a deep level of care and commitment to his clients, Mark has successfully led over 100 executive talent searches across Canada, for roles ranging from CEO to CFO, to COO. With his breadth and depth of experience, Mark has become a respected advisor and go-to expert for non-profit, charity, and faith-based organizations looking to source top executive talent.



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MATT ROBBERSTAD
SUPPORTING THE SEARCH

Matt is an accomplished Talent Acquisition Manager with a strong background in the non-profit sector. With over a decade of leadership experience in recruitment and retention, he has a proven record of success. Matt has effectively managed end-to-end recruitment processes for a wide range of positions at Christian Horizons, a major faith-based developmental service organization in Canada. His extensive expertise in recruitment and selection enables him to identify the ideal candidates for various organizational roles. Additionally, Matt is well-versed in employee relations, engagement, and human resources, making him a valuable consultant. Through a ministry-minded focus, and commitment to responsiveness, he aims to serve his stakeholders with excellence as an Associate.



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ALEXA KROEKER
SUPPORTING THE SEARCH

With extensive experience in executive and board assistance, Alexa combines her recruitment expertise with a keen understanding of organizational needs to build high-performing teams. She's adept at crafting compelling job descriptions and leveraging targeted advertising strategies to attract the best candidates for your organization. From the initial kickoff meeting, Alexa listens attentively to understand the nuances of your ideal candidate, ensuring a tailored and effective recruitment approach. Committed to excellence, Alexa is your go-to partner for successful talent acquisition, driving your organization towards greater success.

ESTIMATED SEARCH TIMELINE

While every search is dynamic and time frames are hard to predict, the following is an overview of the expected timeline and details for this search:

Location: Calgary, AB

Application Deadline: August 24, 2026

Short List Interviews: September 2026

Start Date: TBD

Salary Range: \$135,000 - \$155,000

This position is currently available

HOW TO APPLY

Apply online at nelsonandkraft.com/jobs with your cover letter and resume. You must be eligible to work in Canada.

Nelson/Kraft & Associates Inc. is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

Nelson/Kraft & Associates Inc. welcomes and encourages all interested applicants to apply for this position and is committed to the principles of diversity and inclusion in its hiring practices, and will only make distinctions among interested applicants in accordance with the applicable Human Rights legislation.

Nelson/Kraft & Associates Inc. also welcomes and encourages applications from candidates with disabilities. Accommodations are available on request for candidates taking part in the selection process. If you require disability-related accommodation during the recruitment process, please contact us.