



The Royal Agricultural Winter Fair Director of Finance

CELEBRATING CHAMPIONS FOR OVER A CENTURY – the best in agriculture, local food and equestrian competitions from across Canada and around the world.

The Royal Agricultural Winter Fair (the Royal) takes place every November in the City of Toronto. Delighting visitors since 1922, the Royal is the largest combined indoor agriculture fair and international equestrian competition in the world. It is where Canadian and international breeders, growers, athletes and exhibitors are declared champions and where over 300,000 people come to learn, compete, shop and celebrate the very best food, livestock and horsemanship this country has to offer.

The Royal is seeking a strategic financial leader for the role of Director of Finance. Reporting to the CEO, the Director will serve as a key member of the senior leadership team, helping the Royal continue to innovate and evolve while providing financial expertise that directly supports the organization's mission and growth.

The role encompasses comprehensive financial stewardship, from administering annual budget planning and execution to analyzing variances and preparing strategic reporting that guides organizational decision-making. In an advisory capacity, the Director provides senior support to the Finance Committee of the Board and CEO, while monitoring investments and endowments to ensure the Royal's long-term financial sustainability. Operational responsibilities include overseeing fiscal year-end processes and external audits, preparing financial statements, and maintaining the general ledger. The Director manages day-to-day financial operations such as accounts payable and receivable, government returns, charity filings, and tax receipts, while also leading contract negotiations with major service providers and developing pricing strategies that support the Royal's mission.

The Director supervises finance staff, manages HR processing issues, and oversees critical procedures from new hires to terminations. This includes handling payroll and year-end requirements, arranging seasonal staffing, and supporting union negotiations. Additional responsibilities include managing IT systems and technology implementations to maintain robust digital infrastructure that supports operational excellence and strategic growth.

The successful candidate must have a Bachelor's Degree and a CPA designation with current membership, while 5+ years of Director of Finance or similar senior-level finance experience is preferred. This position is based at Exhibition Place in Toronto, Ontario, with hybrid work arrangements. The target hiring salary for the role is \$140,000 per year.

To apply, please email your resume (and cover letter, if desired) to:
DirFinanceRAWF@pursuitadvisory.com

Applications will be considered as they are received until the position is filled. For questions or to request accommodation, please contact Suzanne Clark at sclark@pursuitadvisory.com

The Royal Agricultural Winter Fair is a registered charity and an equal opportunity employer that welcomes candidates from equity-deserving groups and is committed to providing accommodations for people with disabilities. Please let us know if you require accommodation during any aspect of the recruitment process and we will work with you to address your needs.