

## Regional Major Donor Manager

*At Save the Children, our relationships with our major donors are vital to helping us create better lives for children. This is your opportunity to use your extensive networks and experience to cultivate and secure philanthropic donors to drive growth in our income, impact and influence. You'll have the freedom to develop and implement a strategy that maximises our engagement of high net worth individuals and drives significant philanthropic giving to the organisation.*

### **Save the Children is no ordinary not-for-profit.**

We're ambitious, creative and outspoken. We stand up for children's rights. We want all children to be educated, healthy and live a life free from violence. We run programs in Australia and overseas and, if there's a disaster - like an earthquake, drought or conflict – we are there on the ground.

### **Where you come in:**

In this full time permanent position based in Sydney, you will focus on identifying, cultivating and soliciting major gifts from high value donors in New South Wales, ACT, Queensland and the Northern Territory to support Save the Children Australia's work in Australia and the Pacific. Reporting to the Head of Philanthropy, you will be a key member of the Philanthropy team and will work closely with the Regional Major Donor Manager for VIC, TAS, SA and WA.

### *You will make an impact by:*

- Developing an effective prospective donor pipeline and solicitation plans to maximise income from new and existing high value donors in the region
- Account managing a portfolio of high value donors, involving considerable proactive face-to-face work and formal pitches
- Promoting Save the Children's work at the highest levels with prospective donors in the region
- Carrying out research, reporting and tracking of pledges, commitments and donor contact

### **If we could compose the perfect you...**

...You are an energetic and enthusiastic philanthropy professional with proven results in achieving fundraising targets. You have a strong understanding of the Australian philanthropic landscape and an ability to identify, secure and manage significant major donations. You are not afraid to set ambitious targets and work creatively to achieve them. You thrive on working collaboratively with peers, management and external stakeholders to achieve outstanding results.

### *This role requires:*

- Significant experience in major gifts, fundraising or business development
- Well-established network of philanthropic contacts in the region
- Demonstrated success working in major donor development, including experience in personal, one-on-one solicitation of major gifts from individuals
- Demonstrated success building a donor pipeline, developing cultivation strategies and tailoring pitches based on donor interests
- Excellent verbal and written communication skills, including the ability to present and deliver information confidently to a group

**Working at Save the Children is more than just a job.**

It's the feeling of knowing that your work is contributing to making the world a better place for children and working with others who feel the same. In addition to a connection to social causes, you will have access to:

- Individual learning plans to assist in your career development
- Friendly and flexible work environment, including working from home
- Child and pet friendly work environment
- Full salary packaging benefits
- Additional annual leave options available

**Sound interesting?**

We'd love to hear from you. Submit your cover letter and resume by clicking on one of the buttons in the 'Apply' section.

Applications close **Sunday 16<sup>th</sup> December 2018.**

Position Description – Regional Major Donor Manager

*At Save the Children, we seek a workforce that is as diverse as our society – in race, ethnicity, gender, age, sexuality, cultures and beliefs – and reflects the communities we work in. We believe diversity and inclusion are fundamental to our culture and core values and we demonstrate this commitment through all our employment practices. Our inclusive workplace culture contributes to making Save the Children a great place to work.*

*Save the Children Australia is a child-safe organisation. All employees are required to undergo a National Police Check, a Working with Children Check where necessary, and sign our Child Safeguarding Policy and Code of Conduct.*