



the infants' home
CHILD & FAMILY SERVICES

Fundraising Manager

The Infants' Home Child and Family Services is a leading provider of high quality early childhood education and care, allied health and early intervention services for children and families. For over 145 years, the key focus of our work has been supporting families and children experiencing hardship or vulnerabilities to make a more positive future. As one of Australia's most established charitable organisations, The Infants' Home is about to embark on an exciting new phase as we head towards our 150th year in 2024. We are now seeking a Fundraising Manager to build upon our past success and to expand our fundraising program.

About the role

Reporting to the CEO and working as part of the Leadership Team, this role is an opportunity for a strategic fundraising leader to develop and implement ambitious fundraising programs and shape the culture of philanthropy across the organisation.

The Fundraising Manager will be responsible for developing and implementing the 150th Anniversary campaign strategy, Friends of the Home strategy and a bequests strategy. The role is responsible for expanding existing programs related to major donors, corporations and government as well as nurturing relationships, cultivating and soliciting major gifts, and shepherding a dynamic volunteer program. In addition, the Fundraising Manager will oversee fundraising communications to ensure consistent messaging, profile raising and branding to expand our reach.

Financially, the role is accountable for generating approx. \$1.5M annually in a portfolio that includes major donors, trusts, foundations, appeals, regular giving, workplace giving, bequests, and community fundraising.

About you

You will be an experienced fundraising and philanthropy leader with proven success in strategic fundraising management and an ability to raise significant revenue from various streams. You are able to identify and cultivate relationships with high net worth individuals, corporations, benefactors and government. You are confident and comfortable in making high level 'asks'. You are committed to working with staff across the organisation to build a culture of philanthropy across staff, volunteers and stakeholders. You are able to lead a small team in a very hands-on role.

Selection Criteria

- Demonstrated ability to devise and establish sound fundraising strategies and campaigns (i.e. a bequest program, capital fundraising program)
- Proven success in building rapport with internal and external stakeholders, nurturing relationships, driving major gift cultivation and solicitation
- Demonstrated ability to develop and implement donor stewardship activities and engage donors in the work of the organisation
- Extensive experience in donor segmentation, prospect research, data analysis
- Knowledge of and compliance with governance requirements, including relevant legislation and the Fundraising Institute of Australia Code
- Sound knowledge of and experience in online and traditional communications channels
- Excellent negotiation, influencing, communication and presentation skills
- Strong business acumen including well-developed budgeting, forecasting and reporting skills
- Excellent people management skills with an ability to foster innovation and collaboration, and to coach and mentor your team to achieve/exceed individual and team goals

Note: All applicants must have unrestricted working rights in Australia, and must either hold or be able to obtain a valid Working with Children Check prior to employment.

This is a full-time position, based in Ashfield NSW.

What we offer

- Salary Packaging up to \$15,900
- Ongoing career development opportunities
- Dynamic, supportive team environment
- Competitive salary

Application

Please send your resume and a covering letter outlining your suitability for the role to careers@theinfantshome.org.au. If you have any questions about the role, please call Simon Zhu, Human Resources Officer, on [\(02\) 8719 5018](tel:(02)87195018).