

Director, Partnerships (Vic)

- **Contribute to significant social impact**
- **Full time or Part time 0.8**
- **Melbourne CBD**



Social Ventures Australia (SVA) is a not-for-profit organisation that works with partners to alleviate disadvantage – towards an Australia where all people and communities thrive. We influence systems to deliver better social outcomes for people by learning about what works in communities, helping organisations be more effective, sharing our perspectives and advocating for change.

SVA's Partnerships team is key to ensuring the future sustainability and growth of SVA by developing and managing our relationships with funders, including trusts and foundations, business and high net worth individuals/families. Reporting to the Executive Director, Ventures and Partnerships, you will actively seek funding from supporters, and steward SVA's new and existing relationships with philanthropic and corporate supporters.

This position plays an important role in ensuring the future sustainability and growth of SVA by strengthening SVA's funding base through the development of sustainable relationships with individual, corporate, trusts & foundations and Government supporters. Working collaboratively across all of SVA, the primary purpose of the position is to lead the development, implementation and operations of significant fundraising strategies and campaigns, as well as stewarding donors towards rewarding involvement.

You will be empowered to build the fundraising strategy, and implement it through leveraging relationships with existing and potential funding partners, and collaboration with SVA's leadership and stakeholders. A highly successful fundraising background is required to achieve income growth, reach aspirational targets and to enable SVA's purpose to contribute to an Australia where all people and communities thrive. Excellent communication skills and the ability to confidently present opportunities with detailed research, data, professional proposals and compelling stories are required, along with an understanding of the philanthropic landscape in Victoria.



Gembridge

APPLY NOW if you are pro-active, successful and a tenacious fundraising leader wishing to make a significant contribution to thriving communities.

Forward your application to michelle@gembridge.com.au

For a confidential discussion, please contact Michelle Varcoe at Gembridge on 03 8375 9661 or 0438 340 270.