



The Fred Hollows Foundation

senior philanthropy executive

- More than 2.5 million people have had their sight restored internationally
- Key fundraising role, with a focus on raising significant donations
- Suits candidates with major gift, sponsorship or high value client experience

About Us

The Fred Hollows Foundation is one of Australia's most well-known and fast-growing international development organisations. With our partners, The Foundation has performed more than four million eye operations and treatment, however there are still an estimated 36 million people around the world who are blind. To fulfill the vision of ending avoidable blindness the Foundation has created a sustainable system of care by training and empowering hundreds of local eye doctors, nurses and health workers.

The founder, Fred Hollows was an internationally renowned Australian eye surgeon and humanitarian, who believed in teaching, supporting and empowering people to help themselves.

The Role

This newly created position will play a lead role in the implementation of the Foundation's national major gifts strategy, which will see you managing existing and building a pipeline of key donors in NSW, SA, ACT and Tas.

You will work with the partnerships and business development team in Australia and internationally to coordinate donor engagement activities, such as events and meetings. You will have the opportunity to learn, innovate and collaborate with other highly skilled fundraisers and the broader marketing and communications team.

Importantly you will be exposed to and work with Foundation board members, CEO, advisory and executive group.

Skills Required

You have experience in identification, solicitation and conversion of high value donors, sponsors or clients within a not for profit, NGO, charity, cultural, education or commercial environment. Overall you have experience in;

- Managing and tracking high volumes of prospects
- Building long term relationships to deliver growth against targets
- Asking for and closing gifts, sponsorships or sales
- Working with cross-functional teams and budget management

If you are passionate about contributing to the vision of Fred Hollows please submit your resume and cover letter responding to the skills required above. Alternatively, please call Deborah Ross or Richard Green in Sydney on 02 8243 0570 to discuss

Indigenous people are encouraged to apply for this position.

