

Philanthropy Manager

- Relationship fundraising opportunity
- Major Donor & Capital Campaigns
- Join a passionate & dynamic team
- Inner Melbourne



Gembridge is proud to partner with a large not-for-profit organisation that engages and supports some of the most vulnerable people in our community. They aspire to end poverty in Australia and deliver a range of programs for people of all ages to empower them to build better lives for themselves.

Reporting to the Head of Fundraising, and working closely with the internal research support function, this position will proactively lead engagement, stewardship, cultivation and development of current supporters and new prospects for major gift and capital campaign programs. This dual role manages a portfolio of Individual High Net Worth Donors across a well-established major gift program and will co-ordinate the feasibility study for an important capital campaign that is currently in concept stage. The role will evolve as the plans unfold for a significant capital investment that will help implement programs and address urgent needs for people experiencing poverty and disadvantage.

This pivotal fundraising role calls for a collaborative approach and the ability to build effective relationships with decision makers and diverse stakeholder groups, both internally and externally. Delivering professional presentations, telling compelling stories and communicating impact will be instrumental to deliver excellence, secure support and achieve goals.

You will be a motivated and outcomes-focussed fundraising specialist with 5+ years leading a major gifts portfolio, plus capital campaign experience from concept and feasibility stages through key milestones towards successful completion. Tertiary qualifications in Business, Marketing or Commerce and CFRE (Certified Fund Raising Executive) is essential, along with understanding of moves management and current knowledge of the philanthropic landscape.



Gembridge

RECRUITMENT & SEARCH
Connecting people in the 'for purpose' sector

www.gembridge.com.au

**APPLY NOW if you are a
major gifts and capital campaigns
fundraiser with a solid track
record of success and the ability
to engage hearts and minds along
the philanthropic journey.**

**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.