



## SENIOR FUNDRAISERS – MULTIPLE ROLES

Australia-wide

HomeMade, Full and Part-time

Are you always on the look-out for **great customer experiences**? Are you passionate about **making an impact in the world through excellent fundraising**? If this sounds like you, and you're seeking a **new challenge in a diverse and results-driven team**, read on...

HomeMade is expanding its **senior team to support the growth of key client partnerships** and events. We exist to help charities create powerful supporter journeys which in turn enable them to raise more money for their mission. We support our partners to raise over \$100 million annually for fantastic causes around the world. Our motivated, expert team is central to achieving this significant impact.

We're currently searching for **three exceptional individuals to join our team**. The roles will work within an established client partner delivery team to enhance our offering. With your help, skills and insight, we will deliver ever-greater value to our partners. The three roles are as follows:

### Supporter engagement manager

Create and manage engaging, personalised, highly-effective supporter experiences across email, social, SMS and (COVID-permitting) even IRL! You'll need to be as obsessive about your punctuation as you are excited about making memorable fundraising moments.

### Client success manager

Collaborate with, and fully support, our partner clients to achieve the most we can from their campaigns and events. Alongside the basics of brilliant relationship management skills, we're seeking a digital-savvy fundraiser with near-infinite curiosity. If you wake at night wondering how fundraising can evolve to thrive in our complex world, say hi!

### Campaign optimisation manager

Squeeze the pips from each interaction to derive the most value for both supporters and causes. We're seeking a unicorn with experience optimising customer experiences. An awareness of, or interest in, behavioural economics and split-testing is essential.

If you are successful in your application you'll join our global team of talented fundraisers, creatives, developers, producers and strategists. We'll expect you to take an active role in our award-winning team executing some of Australia's most iconic peer to peer campaigns and fundraising appeals. We're agile (in terms of production) and collaborative which enables us to better understand our clients and their supporters. This way we're also closer

to the action so we can spot opportunities, grapple with challenges and develop strategic as well as tactical responses.

In exchange for your time and energy we'll:

- Pay you competitively
- Enthusiastically support you bringing your best, authentic self to work
- Offer very flexible working conditions (full- or part-time) and locations (office, remote or some of both, across Australia)
- Enable you to work with some of Australia's leading charities to shape and guide iconic campaigns driving massive fundraising income and impact
- Connect you into our global network on international projects
- Support you to develop your existing skills and interests while also helping you access ongoing professional development
- Regularly share food, a laugh and tales of fundraising folklore

Want to know more? Splendid! How about we start with you sending us an email (to [hello@homemadedigital.com.au](mailto:hello@homemadedigital.com.au)) with some background about yourself, what you are seeking to learn from your next role and your current CV? We're expecting to interview a shortlist in March, so we'll be in touch quickly.

We fervently believe in the benefits of being an equal-opportunities employer and warmly welcome all applications. We also prefer direct applications from candidates rather than endless banter with recruiters.