

BEFORE  
ANTIBIOTICS  
BEFORE  
CHEMOTHERAPY  
BEFORE  
VACCINES

**There was a researcher with a question.**



## Partnership Development Manager

**Advance healthcare discoveries that improve lives**

**Engage and inspire supporters to donate significant funding**

**Make your mark in a team with an aspirational growth plan**

**5 weeks Annual Leave**

### The Organisation

Spinner Health Research Foundation has a 25 year legacy of funding medical research that responds to the critical and unmet health and wellbeing needs of our community. Founded at Fremantle Hospital in 1996, the Foundation now partners with all of the health campuses in south metropolitan Perth, including Fiona Stanley Hospital.

The Foundation is entirely funded by philanthropic gifts from the community and we are now seeking a passionate, authentic, and motivated Philanthropy Manager to assist the Foundation in its aspirations to grow the scope and impact of funding for the research and general community.

This year marks 25 years of research excellence for the Foundation, and an exciting moment for us to build upon the legacy of the past and create the building blocks for the next 25 years and beyond.

### The Role

You will join a small and dynamic team embarking on an aspirational growth plan. You will be responsible for leading the strategic and operational planning and implementation of the philanthropic portfolio; including individual, corporate and grant revenue streams. You will have the opportunity to meaningfully contribute to the development of a funding and relationship model that builds on 25 years of legacy and ensures the sustainable growth of the Foundation in to the future.

#### You will:

- Identify and manage a portfolio of philanthropic relationships
- Develop income from major, corporate and gifts in wills supporters
- Prepare and present proposals, reports and donor collateral
- Develop and implement donor campaigns across all channels

- Work in close partnership with the research community to translate funded project outcomes to the community through targeted and general communications strategies, community events and the generation of newsletters, digital campaigns, media strategies and marketing campaigns

## **About You**

This role is suited to someone who has a passion for community impact, a curiosity to learn about ground-breaking medical endeavour and the ability to meaningfully engage people with authenticity and passion. You will bring to the role high level communication and presentation skills, significant experience in securing contributed revenue across all revenue streams and the demonstrated ability to develop and implement strategic plans aligned to organisational goals.

### You will also be:

- Proactive in your approach to your work and the relationships you develop
- Inspire others and lead them on a positive journey of support for the Foundation
- Dynamic and flexible in your approach, being able to problem solve and navigate roadblocks
- Innovative and aspirational, with the business nous to implement revenue plans to meet targets
- Strategic, able to plan and provide vision and direction to a new program
- An experienced writer of proposals and reports

### Desirable (not essential):

- Have experience in data management and be proficient at analysing and reporting against data
- Have well developed experience in marketing and communications, including content development across traditional and digital channels
- Have the capacity and confidence to represent the Foundation in the public domain

## **Benefits & Culture**

- Attractive remuneration and salary packaging
- Five weeks annual leave
- Opportunity to develop new business models and build a legacy
- Be an integral part of the strategic and operational growth of a highly regarded West Australian Foundation
- Flexibility with work arrangements

This is a unique role suited to someone who really wants to step up and develop their leadership skills to create a lasting legacy for the people of Western Australia. If this is you, apply now.

**To Apply** please submit a cover letter and up to date CV no longer than three pages by **24 MAY 2021** to [admin@spinnakerhealth.org.au](mailto:admin@spinnakerhealth.org.au)

For a confidential discussion please call Dana Henderson on 0433 123 034.