

Development Manager

- Join an iconic organisation
- Make a significant difference
- Inner Melbourne location



theAlfred
FOUNDATION

The Alfred, a major tertiary and quaternary referral hospital, is best known as one of Australia's busiest emergency and trauma centres and is home to many statewide services including the Heart and Lung Transplant Service, Victorian Melanoma Service and Major Trauma Service. This site is also home to the Alfred Medical Research and Education Precinct. The Alfred Foundation exists to inspire, motivate and engage philanthropy to help The Alfred deliver on this pursuit of excellence.

Philanthropy has enabled The Alfred Foundation to work together to drive innovation at the hospital, purchase new equipment, redevelop and expand facilities to improve patient care, support research, fund scholarships, build knowledge and share learnings with the world.

Reporting to the Senior Manager Major Gifts, the Development Manager will acquire, reactivate, upgrade and develop long-term relationships with major donors. You will also identify submission opportunities for Trusts and Foundations and cultivate relationships with these funding agencies. The role's primary focus is relationship management and income generation from a portfolio ranging from established supporters to new business opportunities. You will initiate prospect research, develop stewardship and cultivation frameworks, and maintain professional relationships to secure support towards flagship capital projects, core equipment, research priorities and donor-led initiatives.

This role requires an innovative, creative and best practice fundraiser with a can-do approach and proven success in engaging the hearts and minds of donors along the philanthropic journey. You will have the ability to write and present sophisticated funding applications, project management capability, and excellent communication skills to convey complex ideas, outcomes, evidence, learnings and impact. A proven track record of securing investment through sophisticated ask strategies is essential, along with a collaborative team approach.

You will be a motivated, committed and outcomes-focussed fundraising specialist with 3+ years experience leading a successful philanthropy portfolio and current knowledge of the philanthropic landscape. Tertiary qualifications in Business, Marketing or Commerce are required along with a strong alignment to The Alfred Foundation's values. CFRE (Certified Fund Raising Executive) is highly regarded.

Along with a rewarding career, The Alfred Foundation offers professional development and mentoring opportunities, competitive remuneration and benefits including salary packaging, ADO's, discount parking and health insurance, onsite gym and childcare services.



Gembridge

APPLY NOW if you are an experienced fundraiser with a track record of success in major gift fundraising and wish to contribute to a best practice philanthropy program that saves lives!

Forward your application via email to apply@gembridge.com.au

Applications close Wednesday 19 May 2021.

Gembridge is partnering with The Alfred Foundation. For a confidential discussion, please contact Jenni D'Orival or Michelle Varcoe on 03 8375 9661.