

Philanthropy Manager

- Strategic relationship fundraising opportunity
- Join a dedicated, caring and supportive team
- CBD location



Yooralla is a not-for-profit organisation that employs approximately 2000 employees who provide high quality support services to people with disability across Victoria. They have been supporting people with disability of all ages and needs with quality services for over 100 years. Their broad range of services include long and short term accommodation alternatives, in-home support, therapy, attendant care, assistive technologies, employment, education, recreation, training and practical skills for daily living.

Reporting to the Director of Philanthropy, the Philanthropy Manager is responsible for managing and nurturing relationships with a portfolio of current and prospective major donors; commercial businesses engaged in corporate philanthropy and those with a vision to leave a legacy through a gift in their Will. The Philanthropy Manager will work with a diverse range of internal and external stakeholders whose support is critical to the success of raising funds for Yooralla. You will be a major contributor to helping foster a culture of philanthropy within the organisation.

In this important and strategic role, you will work closely with the Director of Philanthropy to help achieve Yooralla's aspiration of an engaged community of supporters growing and increasing their contributions annually to help Yooralla achieve its mission and purpose. The Philanthropy Manager will develop and implement strategies to grow a major donor portfolio, including prospecting and identification, cultivation and conversion, and stewardship and retention. You will also lead the development of a Gifts-in-Wills program. The ability to develop specific experience journeys for major donors that result in satisfaction and retention will be important, as will the ability to work with program staff on gift implementation.

This role calls for a collaborative approach and the ability to build effective relationships with diverse stakeholder groups. 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 high level communication skills and a thorough understanding of the principles of major gift fundraising, solicitation, and stewardship with demonstrated experience in developing and implementing major gifts and gifts in wills programs. You will also be skilled in conducting research and data analysis for application to strategy and tactics. Relevant tertiary qualifications and evidence of ongoing professional development is advantageous, along with an understanding of moves management and current knowledge of the philanthropic landscape.



Gembridge

APPLY NOW if you are an experienced relationship fundraiser with a track record of success and wish to contribute to a best practice philanthropy program that supports people with disability.

Forward your application to apply@gembridge.com.au

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