



## PHILANTHROPY & PARTNERSHIPS MANAGER

(WACOL – FULL TIME)

- Together We Change Lives •

### Our Mission

The mission of RSPCA Queensland is ***Together we change lives*** and we operate under the values of ***Passion, Courage and Integrity***.

### Your Goal

As Philanthropy and Partnerships Manager you will be responsible for overseeing the Philanthropy (Major Donor and Gift in Wills), Corporate Partnerships and Grants (Government, Private and Corporate Foundations) programs. You will be responsible for achieving strategic objectives through the generation and growth of lasting relationships and sustainable financial support, this position plays a key role in ensuring the organisational targets for ambitious year on year growth are met.

### Your Key Responsibilities

Reporting to the General Manager: Fundraising, in your role, you will:

- In partnership with the General Manager: Fundraising, set the strategy to meet targets for ambitious and sustained year-on-year income growth.
- Oversee the team including planning, development and monitoring of pipeline management, relationship/account management and stewardship.
- Provide expert advice and support to the Board, CEO and Leadership Team, including regular pipeline reporting and with particular emphasis on relationships and opportunities.
- Engage innovation methodologies and collaborate with internal and external stakeholders to develop new concepts and approaches to giving.
- Contribute to strategic leadership that drives improvement, innovation and results.
- Build high performance and collaborative teams, driving change through people and developing individual competence.
- Oversee the Gifts in Wills and Estates program, including providing leadership and ongoing monitoring
- Oversee the Major Giving program, including securing major gifts from individuals and Trusts & Foundations, and create stewardship opportunities to maximise the long term value of major donors ensuring continued support for RSPCA QLD.
- Develop compelling case for support materials and work with RSPCA QLD Board and Leadership Team to identify potential donors and ensure the most effective approaches are made to secure funds.
- Oversee the development, implementation and evaluation of partner solicitation strategies, providing leadership and individual approach strategies to the team.
- Undertake identification of new potential business prospects through the existing supporter base and new contacts (corporate sponsorship, events, donations,

- volunteering etc.) and the general public
- Manage the grants program for the organisation including internal liaison and grant funder liaison

### **Your Skills & Qualifications**

To succeed in this job you will have:

- Significant strategic level experience in fundraising across either philanthropy or corporate partnerships.
- Proven track record in forecasting, developing and implementing engagement plans.
- Successful record of delivering against revenue targets.
- Expert people leader with sound management experience and a track record creating constructive team cultures and developing talent.
- Excellent high-level communication and negotiation skills and experience in requesting and gaining support.
- Advanced project management, analysis and reporting skills.
- Enjoy working under pressure.
- Exhibit high levels of emotional maturity and compassion.
- A driver's licence and the flexibility to travel when necessary.
- Alignment and adherence to the RSPCA Qld mission, vision and people principles.
- Ability to perform physical duties including manual handling, and an ability to handle a minimum weight of 10 kilos.

### **How to apply:**

Please [click here](#) to apply for the role, or click on [www.seek.com.au](http://www.seek.com.au) and search "Philanthropy and Grants Manager".