



Development Lead

- **Integral role within iconic Victorian organisation**
- **Ongoing, full-time position**
- **South Yarra location**

About our Organisation

Royal Botanic Gardens Victoria (RBGV) is one of the world's leading botanic gardens and a centre of excellence for horticulture, science, public engagement, inclusion and learning.

At RBGV, our mission is to safeguard plants and plant knowledge for the wellbeing of people and the planet. We play a meaningful role in people's everyday lives, offering extraordinary opportunities to engage with nature for mental, physical, social and community wellbeing. Our interpretation, research programs and living landscapes support visitors of all to ages to understand their role in protecting Victoria's vital and fragile biodiversity and in creating a sustainable future for all. We are also a vital contributor to Melbourne as a resilient city, proudly supporting multiple tourism and hospitality businesses within our sites.

The Traditional Owners of the lands upon which we work and learn are the peoples of the Kulin Nation. We pay our respects to their Elders past and present, and acknowledge traditional wisdom in plant, land and water management of this precious country for over 40000 years.

About the Role

The Development Lead position manages the day-to-day operations of the Development Team at Royal Botanic Gardens Victoria to grow revenue and build a sustainable base of private gifts, bequests and Trust and Foundation grants. Focused on individual giving and major gifts with oversight of the Trust and Foundation grant program, this role will utilise best practise fundraising experience to meet revenue targets and build an effective fundraising program at Royal Botanic Gardens Victoria. The role is responsible for three direct reports and works closely with the Head of Development Marketing and Communications to explore and test new income streams and engagement strategies.

About You

The successful candidate will hold tertiary qualifications in relevant subjects, and/or equivalent industry experience in not-for-profit fundraising. You will have a minimum of 8 years' experience in the design and implementation of development programs, and a documented history of achieving success in relationship led, donor acquisition, retention and upgrade strategies. You bring commercial acumen, excellent leadership and big-picture thinking to the role, ensuring objectives are achieved, deadlines are met, and your team remain motivated and engaged. You are solutions-focussed, an excellent communicator and technically savvy, having used CRM software to manage your fundraising activity. You are now looking to join a nationally recognised organisation in an integral and busy role.

All other key selection criteria can be found in the position description which is located under the attachments heading on the Victorian Government Careers website.

How to Apply

To apply for this role, please visit the Victorian Government Careers website at <http://jobs.careers.vic.gov.au>. To be considered for this position you must submit a recent resume along with a document responding to each of the Key Selection Criteria as stated in the position description. **Applications will only be accepted via the Victorian Government website.**

Enquiries can be directed by email to recruitment@rbg.vic.gov.au.

RBGV is committed to achieving a diverse workforce and strongly encourage applications from Aboriginal and Torres Strait Islander people. Our organisation is a proudly child safe organisation and committed to protecting children and young people from harm. We require all applicants to undergo an extensive screening process prior to appointment.