



# development manager - australia

- **Leading International NGO transforming the lives of millions of children**
- **Lead a national team to inspire HNW, Foundations and corporates**
- **Sydney-based, forward thinking international leadership team**

## **Room to Read**

Room to Read is creating a world free from illiteracy and gender inequality by transforming the lives of millions of children in low-income communities by focusing on literacy and gender equality in education. Since 2000 Room to Read has reached 23 million children in 37,000 communities across Bangladesh, Cambodia, Grenada, Honduras, India, Indonesia, Jordan, Laos, Myanmar, Nepal, Rwanda, South Africa, Sri Lanka, Tanzania, Vietnam and Zambia, and plans to benefit 40 million children by 2025.

Working in collaboration with communities, partner organisations and Governments, Room to Read develops literacy skills and a habit of reading among primary school children, and supports girls to complete secondary school with the relevant life skills to succeed in school and beyond. Room to Read has established libraries, distributed 26 million books and trained 15,000 teachers.

## **Benefits and Culture**

Room to Read offers a competitive pay with excellent benefits. The non-monetary compensation includes a unique opportunity to be part of an innovative, meaningful, fun, and rapidly growing organisation that is changing the world through literacy and gender equality in education.

Room to Read employs people of outstanding calibre and offers a unique environment where staff are valued and rewarded. Room to Read is committed to Equity, Diversity and Inclusion and is an equal opportunity employer.

## **The Role**

This Sydney-based role is an integral part of Room to Read's APAC Development team. Playing a key role in the ongoing development of Room to Read's fundraising throughout Australia the role will have a laser focus on the cultivation, solicitation, and stewardship of individual, corporate and philanthropic donors and partners.

Specifically you will utilise sound fundraising principles to manage and develop a portfolio of 200+ new and existing HNW, corporate and philanthropic trusts and foundations. As well as further developing other revenue channels including regular and mid-level giving, signature events and legacies.

## **Skills Required**

You currently hold a similar senior position in an NGO, NFP, philanthropy, education or like-minded corporate. You have a proven track in 'making the ask' in the Australian charitable and corporate giving environment in securing five to six figure major gifts, sponsorships, grants or quality sales.

The key to your success in this role will be;

- Your experience managing philanthropic giving or sales end-to-end, including engagement, closing & stewardship
- High emotional intelligence with a genuine style that engages a range of people
- Excellent attention to detail with a methodical approach and the ability to deliver
- Understanding and experience in running signature events and proposal writing

**If being an integral part of a dynamic international fundraising team motivates you, then please contact Lois Freeke on 02 8243 0570 or forward your cover letter responding to the skills required above and resume to [cv@ngorecruitment.com](mailto:cv@ngorecruitment.com) quoting #785950.**

