

Development Manager

- Lead & grow OCA's major gifts program
- Make an impact in women's health
- Dynamic and impactful organisation



Ovarian Cancer Australia is an independent national not-for-profit organisation, supporting women diagnosed with ovarian cancer. Their focus is to provide care and support for those affected by ovarian cancer; and represent them by leading change. They have a vision to save lives and ensure no woman with ovarian cancer walks alone.

Reporting to the Chief Marketing, Fundraising and Communication Officer, and leading a small team, the Development Manager will drive the growth of Ovarian Cancer Australia's philanthropy program, including major gifts, trusts & foundations and bequests. You will engage high-net-worth individuals and philanthropic institutions to deliver an effective Major Gift program and grow the contribution of income for Ovarian Cancer Australia to support important research, projects and programs.

The Development Manager will build a strategic framework and plan for an effective major giving fundraising program including prospecting and identification, cultivation and conversion, and stewardship and retention. You will also develop a grants program and manage relationships with philanthropic trusts and foundations, as well as manage the acquittal process, forecasting, budget planning, reporting and evaluation.

This pivotal role calls for a collaborative approach and the ability to build effective relationships with decision makers and diverse stakeholder groups, both internally and externally. 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. Tertiary qualifications in Business, Marketing or Commerce and CFRE (Certified Fund Raising Executive) is advantageous, along with understanding of moves management and current knowledge of the philanthropic landscape.



Gembridge

APPLY NOW if you are a driven fundraiser with strong people skills and proven success in engaging donors & driving income growth and a passion for supporting people impacted by Ovarian Cancer.

Forward your application to apply@gembridge.com.au

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