MAJOR DONOR MANGAER
&
DONOR ACQUISITION MANAGER

- Amazing Opportunities to join our growing organisation
- Be a part of a Mission for positive change

About Us

Our Vision is to see "Every life alight with the love of Jesus". PositiveMedia creates, curates, and communicates world class, missionally driven & intentionally transformational audio content that positively impacts the personal journey of our audience.

What we offer

We are a fun & energetic organisation where our shared values & passion for our purpose govern what we do and how we do it. We offer flexible working arrangements and the opportunity to make a difference.

About these roles

We currently have 2 exciting opportunities in our Fundraising team at PositiveMedia.

We have an exclusive opportunity for an ambitious and motivated **Major Donor Manager** to join our growing organisation. The purpose of this role is to engage with our existing and potential Major Donors to build strong and effective relationships between them and Positive Media. The successful candidate will align strongly with the vision of PositiveMedia and desire to see our contribution to our community grow and expand. The goal is to ensure our Major Donors continue to give and grow in their financial contribution by journeying with them and casting vision for what God can do through their financial contribution.

The newly created **Donor Acquisition Specialist** will be responsible for developing and implementing data driven acquisition strategies to increase the number of new donors in order to expand income and meet the growing needs of the organisation. Working with the Head of Donor Engagement, you will map out our donor journey which takes the listener from known to first donation. In alignment with overall communication plans, you will take responsibility for all written and digital communication to known listeners. You will also work closely alongside the on-air acquisition team to maximise digital donation acquisition opportunities.

To find out more about these roles, please go to https://thelight.com.au/positions-vacant/ for more information. We would love to hear from you!