Account Manager, Individual Giving

- Work anywhere in Australia within a flexible working environment
- Join a fast-growing dynamic and award-winning fundraising agency
- Receive 25 days annual leave, inc quarterly mental health days and your birthday off

Turn your proven fundraising skills across strategy and implementation into a rewarding and meaningful career. Help some of Australia’s and New Zealand’s most popular charities raise funds, find new donors, and engage with their supporters. Join a team of experienced fundraisers who have worked at some of this country’s biggest and most successful charities. At Donor Republic you will work in partnership with clients to develop appeals (print and digital), regular giving, social media, middle donor, major donor, gift in wills programs and so much more.

Donor Republic is an innovative full-service fundraising and marketing agency dedicated to the not-for-profit sector. Servicing all of Australia, our team of 50+ support many organisations with strategic development right through to the execution of fundraising and marketing campaigns.

Donor Republic is looking for a dynamic professional with proven experience who is ready to expand on their career experience in a rapidly growing agency.

As the Account Manager, you will be the lead contact for several key clients supporting with strategic development right through to the execution of multi-channel campaigns. Working with a variety of clients, you will nurture existing relationships and continually develop their fundraising programs to achieve desired results. This is a key role within the organisation and due to the nature of our work it may require a low amount of travel within Australia.

Key Responsibilities

- Support with the strategic development and implementation of client fundraising programs
- Be the main point of contact for the organisation’s key clients
- Provide the highest levels of customer service and improve on existing client relationships
- Organise client and creative briefings, coordinate concept development to final art, oversee production with printers and mailing house to ensure campaign budgets are adhered to and deadlines are met
- Work across various channels including direct mail, regular giving, digital, major gifts, bequests
- Work with data agencies and analysts to source data and then provide post campaign analysis
- Provide accurate quoting and invoicing relative to accounts managed
- Be responsible for continuous learning and development whilst contributing to a vibrant workforce.

Key skills required

- One plus years’ experience in fundraising working in Individual Giving programs
- Exceptional interpersonal and communication skills
- Demonstrated project management experience
- Experience or knowledge in one of the following areas; direct mail, regular giving, middle donors, major donors, 2-step, gift in wills
- Inquisitive mind who likes to better prior results

If you’d like to be in an environment that lives and breathes all things fundraising, then drop us a line and ask for a copy of the PD or with any questions you might have. Entries close COB August 10th.

For more information or to apply please contact Kate McMillan on 0402 269 168 or at kmcmillan@donorrepublic.com.au