Director, Philanthropy & Partnerships

- Impactful national leadership role
- Contribute to thriving communities
- Sydney location

Social Ventures Australia (SVA) is a not-for-profit organisation that works with partners to alleviate disadvantage – towards an Australia where all people and communities thrive. SVA influences systems to deliver better social outcomes for people by learning about what works in communities, helping organisations be more effective, sharing our perspectives and advocating for change.

The Director Philanthropy and Partnerships plays a critical role for the financial sustainability of SVA, by leading the organisation’s fundraising strategy across multiple channels at a national level, including corporate partnerships, philanthropy and individual giving.

This role is key in advancing SVA’s income and ensuring our approach within corporate, trusts and foundations and philanthropy is effective today, and sets SVA up to a significant income growth with investment in strategy, innovation, approach, and capability.

Together with the Leadership team, the Director Philanthropy and Partnerships will influence and drive a culture of fundraising and philanthropy across the organisation, and lead collaboration and integration with other functions to deliver income growth and progress SVA’s vision of an Australia where all people and communities thrive.

About YOU
- Ability to lead, inspire and mentor a high performing team, plus foster a positive and collaborative culture
- A compelling story-teller to engage the hearts and minds of donors along the philanthropic journey, along with the confidence to do ‘The Ask’ in order to secure transformational and multi-year gifts
- Ability to present complex ideas with detailed research, data and professional proposals
- Commercial acumen, financial literacy, problem-solving ability and project management skills
- Sound communication, stakeholder management, public speaking/presentation and influencing skills
- Commitment to quality and ability to drive continuous improvement
- Alignment to SVA’s values – People at the centre, Difference gives us strength, Open & ready to learn and Real change takes time
- Relevant tertiary qualifications, CFRE or membership of Fundraising Institute of Australia is highly regarded.

APPLY NOW if you are a strategic, inspiring and visionary fundraising leader with proven experience in delivering successful philanthropic programs, together with a growth mindset and commercial nous.

Gembridge is proud to partner with SVA.
For a confidential discussion, please contact Michelle Varcoe on 03 8375 9661 or email apply@gembridge.com.au