The Western Sydney Wanderers FC is a football club representing Western Sydney since April 2012. While football is their primary objective, it is the overall community where they aim to make a real difference. The club’s registered charity, the Wanderers Foundation, makes a positive impact through promoting youth development, healthy active lifestyles, female football, multicultural and indigenous community engagement, supporting disadvantaged youth and advocating all abilities football.

The Philanthropy Manager will lead the development of fundraising activity, new philanthropy strategies and initiatives in alignment with the Wanderers Foundation strategic plan. They will be responsible for the generation of philanthropic support including managing, identifying and building engagement of relationships with new corporate partners, high net worth individuals and philanthropic networks to build and regulate ongoing funds into the Foundation. This role will also create and manage elements such as appeals, donations, events and gifts in Wills, with the aim of growing the database and financial sustainability.

Reporting to the Head of Commercial, the Philanthropy Manager will develop and manage donor acquisition and retention and a framework for engaging prospective donors to contribute to the major gift program, including identifying and maintaining strong relationships and managing the entire portfolio. You will evaluate and analyse fundraising activities against agreed targets as well as data interpretation and customer satisfaction surveys. You will also create and implement a well-structured donor acknowledgement program. You will provide timely and informative reports for internal and external stakeholders, including the CEO, Board, annual report, donor updates and strong governance and reporting to the Australian Sports Foundation. The Philanthropy Manager will prepare and control the annual budget, monthly reforecasting and achievements.

**About YOU**

- Minimum five years’ experience in growing revenues within the fundraising sector,
- Demonstrated experience identifying and securing new business partners within relevant networks as well as success in developing proposals and compelling cases for philanthropic support,
- Demonstrated experience managing successful financial targets, strategic planning and executing fundraising programs that meet agreed targets,
- Excellent time management skills and ability to manage competing priorities within agreed timeframes,
- Developed stakeholder management skills, including efficient data management, professional relationship building over time, interpersonal and communication skills and the ability to consult, negotiate and liaise,
- Outstanding storytelling, written and verbal communication skills, including ability to write and present information effectively to a variety of audiences,
- Good understanding of football and sporting industries and the not-for-profit sector,
- Able to work all Wanderers-hosted events which will require some after hours work and travel.

**APPLY NOW** if you are an experienced relational fundraiser who has seen growth in relationships and funding, with a genuine interest in football and making a positive impact on the community of Western Sydney.

_Gembridge is proud partner Western Sydney Wanderers._

For a confidential discussion, contact Michelle Varcoe on 03 8375 9661 or apply@gembridge.com.au