PHILANTHROPY & FUNDRAISING SPECIALIST

- Important role securing significant gifts
- Lead management of major givers, grants & partners
- Hybrid and remote work flexibility
- Part-time, 0.4-0.8

Food Ladder is an Australian not-for-profit organisation, born through the development of social enterprises over 12 years ago, for people facing challenges such as homelessness and long-term unemployment. Food Ladder collaborates with community groups, government departments, NGOs, universities and more to help in the development of horticulture and agriculture activities and education.

The Philanthropy & Fundraising Specialist will lead acquisition, engagement, management and retention of Food Ladder’s major givers and application submissions to philanthropic trusts and foundations and corporate partners. This role will plan and implement a long-term strategy and activities for key major donors and develop and nurture new and existing relationships with donors and trustees. You will be responsible for developing project funding proposals, researching funding opportunities, liaison and relationship development with grant making bodies, and managing reporting and acquittal processes.

Reporting to the Head of Partnerships, the Philanthropy & Fundraising Specialist will develop and deliver the annual work plan to agreed budgets and timeframes, which you will develop, monitor, revise and problem-solve any barriers. You will identify funding needs and develop donor-centred proposals that will inspire and attract major donor support or philanthropic trusts support, as well as prepare and submit grant applications. Through enduring relationships, you will feel comfortable with “the Ask” and ensuring giving is continual and increasing. You will implement communications plans that include acquisition, retention and donor journeys. You will be highly capable of managing contacts, prospects and trusts within a moves CRM and identifying insights towards budgets, forecasts and future opportunities. This role will also represent Food Ladder at key engagement events.

About YOU
- Strong knowledge of philanthropy, fundraising and corporate giving in Australia,
- Proven experience building enduring internal and external relationships,
- Excellent ability to work with major givers and philanthropic trusts in NFP or business development sectors,
- Highly developed stakeholder and donor management skills, providing quality care and standards,
- Excellent eye for detail, well-honed written communication and successful grant application skills, and an understanding of donor communications and funding pitches,
- Strong public speaking and presentation skills that engage, inspire and persuade an audience,
- Highly capable in project management, budget preparation and reporting against targets and progress,
- A passionate, self-motivated, outcomes-focused fundraiser who will work well independently and as part of a team to grow philanthropic giving and impact,
- FIA membership and an understanding/interest in food security, horticulture or education are highly regarded,
- CRM familiarity (Salesforce an advantage), including data segmentation and reporting is desirable,
- Relevant tertiary qualifications in a related discipline is essential.

APPLY NOW if you are an experienced fundraiser and cultivator of relationships and grant submissions that acquire, engage and retain giving, with an interest in positively impacting the lives of people facing challenges.

Gembridge is proud to partner with Food Ladder.

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