

# PHILANTHROPY DEVELOPMENT MANAGER

- *Relationship fundraising opportunity*
- *Build major gift and corporate philanthropic giving strategies*
- *Salary packaging, flexibility & benefits*



Brotherhood  
of St Laurence

The Brotherhood of St. Laurence (BSL) has a clear vision – an Australia free of poverty.

As a leading social justice organisation, BSL works alongside people experiencing disadvantage to address the fundamental causes of poverty in Australia. Their mission is to pursue lasting change; to create a more just society where everyone can thrive

The Fundraising Department of BSL works to inspire support from the community to advance the organisation's mission.

Reporting to the Head of Fundraising, this position will play a critical role in building and delivering on strategies that grow income from major donors, including high net worth donors and corporate philanthropic funding. Working collaboratively with the fundraising team, you will be responsible for ensuring a pipeline of funding requests are developed in line with program priorities, delivering significant financial return and monitoring/evaluating key income targets.

## About YOU

- Significant experience and proven success in fundraising and philanthropy
- Self-motivated, proactive fundraiser who has strong problem solving and communication skills
- Demonstrated experience in leading, developing and growing major gifts portfolio
- Understanding of legal, financial and ethical issues related to major gift funding
- Excellent stakeholder engagement skills, both internally and externally, with people from diverse backgrounds
- A natural collaborator, with a strong service mindset
- Tertiary qualifications in marketing, business or similar
- Knowledge of the philanthropic landscape in Australia plus understanding of the systems that underpin best-practice philanthropic giving
- Aligned with the values and ideals of BSL

**APPLY NOW** if you are an experienced relationship building fundraiser with the drive and commitment to help BSL in their goal to prevent and alleviate poverty.



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Forward your application to [apply@gembridge.com.au](mailto:apply@gembridge.com.au)

For a confidential discussion, please contact Parool Shah or Michelle Varcoe at Gembridge on 03 8375 9661.

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