PHILANTHROPY MANAGER

Beyond Blue’s vision is for all people in Australia to achieve their best possible mental health. Their mission is to work with the community to improve mental health and prevent suicide. They aim to achieve this by promoting mental health and wellbeing; being a trusted source of information, advice and support; and working together to prevent suicide. Beyond Blue’s values are Collaboration, Respect, Enthusiasm, Excellence, Innovation and Integrity.

The Philanthropy Manager will drive the acquisition, engagement, management and retention of Beyond Blue’s major donors and applications to philanthropic trusts and foundations. This role will assist in the development and implementation of a long-term strategy and program of work for core major donors, and cultivate and nurture new and existing relationships with donors and trustees. The role will be responsible for the development of project funding proposals into marketable cases for support, researching funding opportunities, liaison and relationship development with grant making bodies, writing grant applications and managing reporting and acquittal processes.

Reporting to the Philanthropy Lead, the Philanthropy Manager will develop and deliver the annual work plan and growth strategies. They will assist in identifying funding needs across Beyond Blue. You will not shy away from “the Ask” and collaborate with other teams to ensure high quality and compelling donor communications and events. You will be adept at managing all contacts within a CRM and be analytical when identifying opportunities for innovation, improvement and measuring fundraising income and outcomes. This role will advocate for Beyond Blue’s services and bring mental health to the heart of all you do.

About YOU
• Strong knowledge of philanthropy, fundraising and an understanding of giving motivations,
• You’re self-motivated, goal and results driven, resilient, and a team player, who can demonstrate high levels of initiative, accountability, and leadership,
• Highly developed interpersonal, relationship-building and stakeholder management skills, bringing people along the journey and able to personally solicit and secure transformational gifts,
• Proven experience working with major givers and philanthropic trusts in NFP or business development sectors, including writing high quality grant applications or funding pitches and seeing income growth,
• Excellent eye for detail and well-honed written communication and storytelling skills, including the ability to produce high quality persuasive cases for support that connect stakeholders rationally and emotionally,
• Strong speaking and presentation skills that engage, inspire, and persuade an audience,
• Highly capable in project management, budget preparation and reporting, planning, strategising and overall delivery against set objectives and outcomes,
• FIA membership and an understanding the mental health sector are highly regarded,
• CRM familiarity, including data segmentation and reporting is highly desirable,
• Relevant tertiary qualifications in a related discipline is essential.

APPLY NOW if you have proven expertise as a strategic, relational fundraiser and philanthropic income growth, as well as the desire to help people achieve their best possible mental health.

Gembridge is proud to partner with Beyond Blue.

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