



About the Role:

We are seeking a motivated results-oriented fundraising specialist to a full-time permanent position based in Redfern, NSW.

Reporting to the Team Leader Philanthropy, you will be an integral member of highly effective and established Transformational Gifts team, a national network of Relationship Managers contributing to optimising the organisations funding base to support the mission of The Salvation Army.

As Relationship Manager Philanthropy, you will leverage your exceptional networking skills to cultivate and nurture relationships with high net-worth individuals to drive philanthropic portfolio growth as well as manage existing major donor income.

Key Responsibilities:

- Managing a portfolio of philanthropic donors;
- Securing major gifts from prospects and existing donors;
- Identifying prospective donors as well as qualification, cultivation, solicitation and stewardship;
- Cultivating significant fundraising partnerships and driving engagement strategies to optimise financial support;
- Developing and delivering proposals;
- Implementing moves management plans specific to donors' interests, motivations and giving pattern;
- Meeting and exceeding fundraising revenue targets.

Our ideal candidate will have demonstrated work history in either philanthropy or major fundraising in the NFP sector. A background in either marketing, public relations or business development advantageous.

About you:

- Sound knowledge of fundraising best practice, principles, legislation and ethical standards;
- Well-honed relationship building, donor stewardship and networking skills;
- Demonstrated history in delivering financial asks;
- Exceptional communication skills key to articulating compelling stories and the impact of gifts;
- Outstanding negotiating and influencing skills;
- A professional attitude and impeccable presentation;
- Motivation and be results-driven.

Why work for us:

- Eligible employees can access NFP salary packaging
- Tool of trade vehicle
- Flexible working arrangements
- Opportunity for career development
- Paid parental leave
- Employee Assistance Program
- Internationally renowned not-for-profit organisation
- An inclusive culture of dedicated, passionate and professional team members

Founders **William & Catherine Booth**
General **Brian Peddle**

*Wherever there is hardship or injustice, Salvos will live, love and fight
alongside others to transform Australia one life at a time with the love of Jesus*

- Rare opportunity to work with passionate, like-minded people who enjoy being a part of an organization that makes a difference within the Australian community

How to Apply:

We are looking for compassionate people who share our mission and values, if you have the passion and drive to commit yourself to a challenging and rewarding role; we invite you to apply via the link on our website: https://salvationarmy.wd3.myworkdayjobs.com/en-US/Salvos/details/Relationship-Manager-Philanthropy_R25062-1?q=r25062 and submit a current CV and a cover letter which details your alignment with the essential requirements of the role.