

## Mid-Value Fundraising Lead

- 1-year contract with the potential for renewal
- Full-time position (hybrid)
- Generous NFP Salary Packaging options

### About the Baker Institute

Baker Heart and Diabetes Institute is an independent, internationally renowned medical research facility. Working at the Baker Institute provides the opportunity to be part of novel scientific discoveries and meaningful developments in medical care, which help Australians live healthier for longer. Our work is guided by five key values: *excellence, integrity, effective communication, workplace innovation, and efficient and trustworthy use of funding and resources.*

### The Department

Community & Corporate Relations (CCR) core objective is to raise funds for strategic Baker Institute initiatives and operational and infrastructure needs.

### The Opportunity

We are seeking for an experienced **Mid-Value Fundraising Lead** to join our CCR team. Reporting to the General Manager, Philanthropy this role is part of a high-performing major gifts team - with a focus on mid-value donors (up to \$10,000), this role will be responsible for managing a portfolio of donors, building meaningful relationships, and soliciting philanthropic gifts.

### Duties

#### In this role you will be expected to:

- Research the existing supporter base to identify donors who have the capacity, commitment, and inclination to increase their support to the Baker Institute
- Execute the mid-value donor strategy and stewardship plan to develop and grow the mid-value philanthropy program
- Manage a donor portfolio of a minimum of 150 mid-value donors in various moves management stages and secure donations to meet annual income targets
- Implement timely donor strategies through a range of touchpoints including personal calls and face-to-face meetings with mid-value donors
- Accurately capture data in donor CRM to ensure optimum reporting of moves management and measurement against financial targets
- Represent CCR to internal stakeholders and develop relationships that maximise collaborative opportunities

### Skills and Experience

#### You will have:

- 3 years' fundraising, marketing, customer service or other related experience
- Relevant tertiary qualifications in marketing, fundraising, or similar or an equivalent combination of relevant experience
- Proficient experience with Salesforce NPSP - an NFP database highly valuable, but not essential

- Experience in coordinating fundraising or relationship-based programs, donor/customer cultivation, and stewardship strategies
- Experience in growing networks and building relationships including high-net-worth individuals and senior management
- Experience with medical fundraising would be strongly desired (but not essential)

### **Benefits**

Working at the Baker Institute offers flexibility, generous salary packaging, an employee assistance program, and an active social club as well as modern offices and laboratories adjacent to the Alfred Hospital and within walking distance to St Kilda Road, Chapel Street, and Fawkner Park.

Remuneration will be commensurate with the successful candidate's qualifications and experience.

### **How to Apply**

Applications should include a current resume with details of 2 professional referees, quoting reference **(AM02)**. We are reviewing applications as they are received so if you think you're the right person for this role, we'd love to hear from you. For a position description or further information, please visit our website at: <https://www.baker.edu.au/career>

To be eligible to apply for this position you must have an appropriate Australian or New Zealand work visa and be immunised with the Covid-19 Vaccination in accordance with COVID-19 Mandatory Vaccination Directions.

**We will close this job ad as soon as we have enough applicants. Please apply without delay.**

*The Baker Institute is an Equal Opportunity Employer, and we encourage interest from Aboriginal and Torres Strait Islanders for roles within the Institute. We value diversity, inclusivity, and gender equity and we promote family-friendly practices. We are a proud recipient of an inaugural Athena SWAN Bronze Award from Science in Australia Gender Equity (SAGE).*

### **Contact details**

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