

## Senior Relationship Manager - NSW/ACT World Vision Australia

### *The Opportunity to truly change the world*

Can you imagine a future where prosperity replaces poverty all over the world? World Vision Australia (WVA) alongside our exciting new CEO, is seeking a world class major gift fundraiser to join the ever-growing national philanthropy team to build and grow major giving in Sydney and the ACT, in support of our three signature focus areas: Children, Climate, and Australia First Nations.

### *Benefits of working with World Vision*

- The ability to facilitate co-created projects and offer the highest level of impact for donors, with Australia's largest International Development charity
- Development opportunities and direct access to the CEO, Board, and senior management for donor meetings and high-level engagement with Australia's top philanthropists
- Flexible/blended work arrangements as part of a fun and supportive team of local and national Philanthropy professionals
- The ability to change global climate through a transformational campaign to regenerate 1 billion hectares of degraded land, whilst bringing hope and livelihood to communities across the world
- Competitive salary and salary packaging benefits
- Opportunities to visit the field and be connected to the impact of your work
- Access to high quality resources from the field, with strong support from marketing, prospect research, etc.
- Secure parking available and amazing views of the city from our conveniently located Potts Point office

This role will report directly to the Philanthropy Manager (NSW/ACT & SA) and is responsible for attaining financial and non-financial targets. This will be achieved through building a pipeline of HNW donor opportunities through the implementation of best practice major gift relationship fundraising.

### *Your main duties and responsibilities will include:*

- **Using your existing network and connections**, alongside existing key connections held by WVA, to grow WVA's presence and reputation in the HNWI and philanthropic communities across NSW and the ACT (with a primary focus on Sydney). Representing WVA at events is a regular requirement of the role

- **Being donor centred** to acquire and build a mature portfolio of major donors based in NSW/ACT
- **Cultivating referrals** at the highest level and **delivering a high level of relationship management** and supporter experience
- **Ensuring** that all marketing material, collateral, report backs and major donor facing content is fit for purpose and suitable for a philanthropic / major donor audience
- **Mentoring** of new or less experienced Relationship Managers as required/requested

*Your skills and experience will include:*

- Strong major giving experience with a preference for some capital campaign experience
- Experience and expertise in developing relationships with major donors, and crafting, implementing major donor strategies and communication plans
- Demonstrated success in closing gift solicitations at the six-to seven-figure level
- Strong working experience within the not for profit / for purpose sector
- Deep understanding of best practice relationship-based fundraising
- Proficiency with donor/customer databases for analysis and reporting
- Ability to work in a cross-functional structure
- Proven track record of achieving and exceeding targets
- Be well connected, networked and respected in Sydney and/or the ACT
- Bachelor's degree in Business Administration, Marketing or related field

*What you need to know*

This role is a permanent position operating in a full-time capacity and will be based in Sydney, NSW offering a blend of office based and work from home.

**Working for World Vision means you are making the world better**

It is not every day that a job comes along that lets you change the world. Working for World Vision means looking forward to turning up at work because you know you are about to do something meaningful. It means working with 35,000 staff and 3.3 million supporters in 100 countries who will stop at nothing to help children live better lives. Join a team that is bold and courageous, and where job satisfaction goes beyond financial reward.

**The selection process**

For your information, the interviews will start immediately, and the role may be filled before the closing date.

We embrace diversity, employing people from a variety of cultural and religious backgrounds. We take our Safeguarding responsibilities seriously and we are committed to providing an environment that is safe for children. Our stringent recruitment procedures make sure the safest and most suitable

people work with the children in our programs. All successful candidates will undergo all required pre-employment checks which is inclusive of a criminal record check. We provide our staff and volunteers with ongoing supervision, support, and training in their work with vulnerable children and their families. World Vision Australia participates in the [Inter-Agency Scheme](#) for the Disclosure of Safeguarding-related Misconduct in Recruitment Process within the Humanitarian and Development Sector.

### **Who we are**

World Vision is a Christian organisation that empowers everyday Australians to create meaningful change for children through relief, development, and advocacy work.

Join us and be a true world-changer! For more information on World Vision and the work we do, please visit our website: <https://www.worldvision.com.au/about-us>

To Apply click on the below link:

[Details - Senior Relationship Manager - NSW/ACT \(worldvision.com.au\)](#)