



FIRST . TOGETHER . ALWAYS.

Fostering excellence and innovation in patient care, clinical education and medical research to support St Vincent's Hospitals and Facilities in New South Wales.

[St Vincent's Curran Foundation Philanthropy Snapshot 2021](#)

PHILANTHROPY CAMPAIGN MANAGER

St Vincent's Curran Foundation is one of Australia's pre-eminent Hospital Foundations raising in excess of \$37 million a year through donations and corporate support. The Foundation's mission is to raise funds for St Vincent's Hospitals and Facilities to foster excellence and innovation in patient care, clinical education, and medical research.

Working as a key member of the St Vincent's Curran Foundation Philanthropy team, the Philanthropy Campaign Manager will be responsible for taking a lead role in developing, implementing, and evaluating major, integrated fundraising campaign plans to achieve fundraising targets that ensure appropriate alignment with the Foundation's strategic objectives and operational efficiencies. Fundraising campaign themes may encompass (without being limited to) cancer research and cancer services, nursing excellence, precision medicine and robotic surgery, mental health and vulnerable populations and/or hospital equipment and capital development.

POSITION PURPOSE

- Partner with the Executive Director of Philanthropy and Planned Giving and Executive Director of Strategy and Development and Marketing, Events, Corporate Partnerships and Bequest teams to lead and manage fundraising campaign plans, marketing and communication activities across all giving streams;
- Act as a senior advisor to the CEO, Executive Director of Philanthropy and Planned Giving and Foundation Leadership Team with regards to philanthropy campaign development, and major gift fundraising;
- Act as the key campaign relationship manager and liaison between major donors, clinicians, the Foundation, Board, and key Hospital stakeholders;
- Take a collaborative approach to building and managing strong internal and external key stakeholder relationships for the development and implementation of fundraising activities that deliver strategic outcomes and efficiencies on matters relating to philanthropy campaign management;
- Represent the Foundation at major fundraising initiatives and activities, internal and external events, in engaging stakeholders and negotiating positive outcomes;
- Reporting and stewardship of major donor's post-campaign implementation, ensuring timely and appropriate proposal development, follow up and reporting back to donors;
- Provide support to the broader Foundation, including supporting other fundraising activity as required;
- Ensure all areas of responsibility always operate in compliance with the St Vincent's Health Australia Code of Conduct, relevant legislation, standards, and industrial instruments;
- Actively engage and utilise the fundraising database and prospecting software to provide accurate reporting on donor intelligence, maintaining accurate donor records, correspondence, proposals, and pledge forms relating to major campaigns;
- Maintain accurate financial tracking spreadsheets and payment records for multi-year campaigns, working closely with Operations and Grants Manager and the data team.

People & Leadership

- Collaborative and goal orientated with ability to work as part of a team to achieve results;
- Strong commitment to promote the Foundation's catholic identity and work within the mission, vision and values of St Vincent's Health Australia, the St Vincent's Health Australia Code of Conduct;
- Strong customer service focus with an ability to maintain collaborative and effective relationships across the organisation;
- High levels of self-motivation, drive and initiative;
- High level of professionalism and personal integrity;
- Ability to represent the organisation to both internal and external stakeholders.

PROFESSIONAL EXPERIENCE

- Prior experience in philanthropy, major gift development and fundraising campaign management, ideally gained within the University, Arts, Medical Research or Healthcare sectors;
- Exceptional track record of developing, implementing, and evaluating major, integrated fundraising campaign plans to achieve fundraising targets that deliver organisational outcomes;
- High level of professionalism and personal integrity;
- Strong relationship, networking and communication skills working with a broad range of donors and stakeholders.

SELECTION CRITERIA

- Demonstrated understanding of the fundraising and philanthropy sector with experience in major gifts, prospecting, moves management, donor development, acquisition and stewardship;
- Excellent written and verbal communication and presentation skills to relate effectively with major donors and senior Foundation and Hospital Leadership;
- Income budget management, reporting and analytical skills.
- Ability to navigate and manage complex stakeholder and relationships;
- Ability to work independently, as well as within a collaborative team environment and to follow and perform tasks in accordance with policies and procedures.
- Highly developed computing skills. Experience using a CRM system with NXT/Raiser's Edge preferred.

QUALIFICATIONS

- Certified Fundraising Executive (CFRE) and/or membership of Fundraising Institute of Australia
- Tertiary qualification in Business, Marketing, Fundraising or relevant subject area.
- Current valid driver's licence

REMUNERATION & BENEFITS

Enjoy a competitive salary package including up to \$9,009 of your pre-tax income each year available for approved personal expenses. Benefit from a monthly RDO, a flexible workplace and commitment to your ongoing learning and development and opportunities for varied internal development and career progression opportunities.

APPLICATIONS OPEN: For a confidential discussion please contact Jeromine Alpe on [+61 404 487 962](tel:+61404487962) or email your resume to jeromine@corporatediversitypathways.com.

All applications will be treated in the strictest confidence.

Corporate Diversity Pathways is proud to partner with St Vincent's Curran Foundation.



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