



About the Role:

During an extended period of growth we have an exciting **permanent full time** opportunity in our Transformational Gifts team for a **Relationship Manager, Middle Donors** to be based out of our **Blackburn, Melbourne** office with hybrid working arrangements.

This role will focus on the successful management of a port-folio of philanthropic supporters who combined donate approximately \$1M annually by building and stewarding relationships with them.

Experience in fundraising or sales is critical to the success of this position!

Key Responsibilities:

- Relationship manage a portfolio of over 600 existing and prospective supporters
- Actively pursue high value prospective supporters and build meaningful long lasting relationships
- Identify opportunities and activities that supporters can attend to progress their supporter journey with The Salvation Army
- Conduct regular review and analysis of Middle Donor portfolio, providing valuable reporting to inform future revenue potential

About you:

- Degree in Business Marketing or minimum 3 years' experience in relevant field
- Proven experience in relationship building and communication, preferably with business development experience
- Sound knowledge of fundraising standards, principles, policies and procedures
- Professional attitude, strong team focus and ability to communicate effectively at all levels and build relationships with people of all backgrounds

Why work for us:

- Eligible employees can access NFP salary packaging
- 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
- 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-Middle-Donors_R25775-1?q=r25775 and submit a current CV and a cover letter which details your alignment with the essential requirements of the role.