PHILANTHROPY MANAGER – TRUSTS AND FOUNDATIONS

- *Make an impact & improve health outcomes*
- *Drive & grow the T&F portfolio*
- *Flexible, collaborative & supportive team environment*
- *Melbourne location (Box Hill), Hybrid, Part Time – 0.6 FTE*

Eastern Health

Eastern Health is one of Melbourne's largest public health services. They provide a range of emergency, surgical, medical and general healthcare services, including maternity, palliative care, mental health, drug and alcohol, residential care, community health and state-wide specialist services to people and communities that are diverse in culture, age, socio-economic status, population and healthcare needs. Their vision is clear – GREAT CARE, EVERYWHERE, EVERY TIME.

The Eastern Health Foundation's goal is to give their supporters opportunities to be part of a community that is committed to providing patients and their families with the best possible care and outcomes. Some supporters are grateful patients and their families, while others are companies, schools, community groups, trusts and foundations.

The Eastern Health Foundation recently received a high commendation in the Fundraising Institute Australia Awards *'Team of the Year'* category. This is a great time to join this thriving, high performing, collaborative and growing team!

Reporting to the Head of Philanthropy, the newly-created Philanthropy Manager - Trusts & Foundations role will drive the successful delivery and management of the Trust and Foundation program, with a specific focus on growth and development of funding relationships. This role provides an opportunity to use your outstanding external relationship management skills as you regularly meet with newly identified prospects, current and past supporters and stakeholders. You will also work directly with internal stakeholders to identify project opportunities, and use your strong research and grant writing skills to produce compelling submissions for funding.

This important role will build and manage key relationships with Trustees, Grant Managers and Private Ancillary Funds, meeting with them in person to communicate the impact of their giving, including reporting against outputs, outcomes and deliverables of funded projects and programs. With the support of the Head of Philanthropy, the Philanthropy Manager - Trusts & Foundations will develop and oversee an annual plan which will include success rates and income targets of trusts and foundations applications and feed this into the overall annual fundraising plan and targets. You will collaborate with key internal stakeholders to meet the needs of the business, identify projects and programs requiring funding, and where needed, write carefully targeted grant applications.

About YOU

- At least three years' experience in a similar role and strong knowledge of the fundraising and philanthropy landscape,
- Exemplary interpersonal skills, including effective listening, empathy, discretion, diplomacy and the ability to build sustainable relationships,
- Highly-developed written and verbal communication skills, and high-level presentation skills, with the maturity and capacity to communicate effectively with a diverse audience including senior staff, donors and their legal representatives,
- Demonstrated experience in successful grant writing and securing high-level funding in a similar setting (experience in the health sector preferable),
- You have emotional intelligence and are self-aware, inclusive and helpful,
- Have a current driver's license,
- FIA membership and CFRE (Certified Fundraising Executive) or fundraising qualifications and experience in healthcare philanthropy will be highly regarded.

Eastern Health offers a variety of fantastic employee benefits, including diverse and engaging career opportunities, a friendly and supportive team, flexible working hours, professional development opportunities, and salary packaging options.

APPLY NOW if you are an experienced fundraiser with proven success in leading and growing a Trusts and Foundations portfolio, as well as committed to continuous improvement and quality healthcare.

Gembridge is partnering with Eastern Health Foundation. For a confidential discussion, please contact Jenni D'Orival or Dawn Patrick on 03 8375 9661 or apply@gembridge.com.au

Gembridge
Finding Gems & Connecting People
www.gembridge.com.au