



About the Role:

We are seeking a motivated results-oriented fundraising specialist to a **full-time permanent** position based in **Redfern, NSW**.

Reporting to the **Team Leader Philanthropy**, you will be an integral member of highly effective and established Transformational Gifts team, a national network of Relationship Managers contributing to optimising the organisations funding base to support the mission of The Salvation Army.

As **Relationship Manager Philanthropy**, you will leverage your exceptional networking skills to cultivate and nurture relationships with high net-worth individuals to drive philanthropic portfolio growth as well as manage existing major donor income.

Key Responsibilities:

- Managing a portfolio of philanthropic donors;
- Securing major gifts from prospects and existing donors;
- Identifying prospective donors as well as qualification, cultivation, solicitation and stewardship;
- Cultivating significant fundraising partnerships and driving engagement strategies to optimise financial support;
- Developing and delivering proposals;
- Implementing moves management plans specific to donors' interests, motivations and giving pattern;
- Meeting and exceeding fundraising revenue targets.

Our ideal candidate will have demonstrated work history in either philanthropy or major fundraising in the NFP sector. A background in either marketing, public relations or business development advantageous.

About you:

- Sound knowledge of fundraising best practice, principles, legislation and ethical standards;
- Well-honed relationship building, donor stewardship and networking skills;
- Demonstrated history in delivering financial asks;
- Exceptional communication skills key to articulating compelling stories and the impact of gifts;
- Outstanding negotiating and influencing skills;
- A professional attitude and impeccable presentation;
- Motivation and be results-driven.

Why work for us:

- Eligible employees can access NFP salary packaging
- Tool of trade vehicle
- 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

Founders **William & Catherine Booth**
General **Brian Peddle**

*Wherever there is hardship or injustice, Salvos will live, love and fight
alongside others to transform Australia one life at a time with the love of Jesus*