



Fundraising Specialist – Spinal Cord Injuries Australia

- **Newly created, full-time role with leading physical disability charity**
- **Make your mark as we invest in significantly growing our fundraising income**
- **Passionate and experienced fundraiser with strengths in Major Giving and Bequests**
- **Hybrid working arrangements (Sydney CBD office; working from home)**

There are more than 20,000 Australians living with spinal cord injury, with another new injury every day. Lives are changed in an instant but the impact lasts a lifetime. The cohort of Australians who experience a neurological condition is very diverse and represents many multiples of these figures. Spinal and neurological conditions are both traumatic and require a lifetime of support.

Spinal Cord Injuries Australia (SCIA) exists to help people with spinal and neurological conditions and their loved ones to thrive. We are a national, member-based for purpose organisation that supports independence for people with spinal or neurological conditions at every stage of their life journey. Everyone should be able to live their best life; the life they choose

We are looking for a passionate and experienced fundraiser with expertise in Major Giving and Bequests to join our Fundraising team in Sydney. Recruitment of a Fundraising Specialist is a first and pivotal step in our strategy to significantly grow fundraising income over the next 5 years.

The main priorities for the role are to drive our Major Giving and Bequest programs. Whilst currently in their infancy, both programs have enormous growth potential. Profoundly increase our reach and impact by applying your creativity and expertise to our wonderful services and client stories, to in turn engage with and secure support from a growing community of donors and supporters.

This is a genuine opportunity to make your mark for a cohort desperately needing support and within an organisation that will warmly welcome and recognise your contribution.

The intention is to better resource the Fundraising team over time, however in the near term the role will also oversee Regular Giving and be required to support initiatives to secure corporate supporters and deliver other fundraising campaigns.

Key accountabilities of this role are:

- Develop, implement and steward best practice programs for Major Giving, Bequests and Regular Giving
- Collaborate with internal teams to develop cases for support
- Create compelling marketing communications to engage existing and potential donors
- Develop a robust and qualified pipeline of donors, bequestors and supporters
- Use innovative methods including digital fundraising to grow our donor and supporter base

- Nurture existing donors to higher levels of giving
- Support initiatives to secure corporate supporters and deliver fundraising campaigns
- Report on and analyse campaigns, activity and progress

To excel in this role, you will have the following experience and capabilities:

- Relevant tertiary qualifications and/or 5 years in comparable fundraising roles
- Broad-based knowledge of fundraising best practice particularly Major Giving and Bequests
- Track record of delivering on fundraising targets; growing the donor base; and identifying, securing and nurturing new donors and supporters
- Expert in using digital fundraising strategies to engage donors and supporters
- Excellent communication and influencing skills with the ability to quickly win trust with all stakeholders through integrity and consistency
- Strong planning and organisational skills to optimise contribution within existing resources
- Driver, networker, passionate about cause
- Initiative and maturity to work independently and collaboratively

SCIA offers a flexible, supportive and inclusive work environment and an attractive remuneration package including PBI salary packaging options and a Health and Wellbeing program.

SCIA is offering this role on a permanent basis. The position is full-time working 37.5 hours per week.

If you are interested in this rewarding and challenging opportunity, please email a covering letter explaining your interest in this role and our organisation, and your CV to smacready@scia.org.au. Please also feel free to call Steve Macready on 0400 376 406 for a confidential discussion.

Successful candidates are required to complete **pre-employment** screening including NSW Criminal History Check

We encourage people with a disability to apply for the role and talk to us about opportunities with SCIA.

Applications will close on Tuesday January 31, 2023. Interviews will progress as applications are received.