

Key Relationships Manager (Full time)

About us

The Lost Dogs' Home is one of Victoria's most iconic animal welfare organisations, caring for around 17,000 lost and abandoned cats and dogs each year. Join a high performing, dynamic team and demonstrate your expertise in securing major gifts. If your passion is for animal welfare and you genuinely have a deep desire to make a difference in the lives of some of Victoria's most vulnerable animals, we'd love to hear from you.

The Role

This is a great time to join The Lost Dogs' Home as we work towards our vision of giving animals the best chance of a happy and healthy life.

The Key Relationships Manager role will have responsibility for managing and developing relationships with our existing major givers as well as progressing relationships with confirmed major gift prospects identified from within our loyal donor base. This will be achieved using the effective moves-management structure that is already in place.

The role will also work in partnership with our Individual and Community Giving Manager to effectively coordinate the relationship management of mid-level donors from within the direct marketing program.

Your responsibilities will include:

- Building on work already done to further progress the major giving strategy
- Moves management planning and execution
- Liaison with internal stakeholders in support of promoting compelling cases for support
- High level relationship management and prospecting with individuals and grant-making bodies
- VIP event management, cultivation, and stewardship

To be successful in this role

You will be a high-achiever, a people-person, and used to delivering on a robust moves-management plans with exceptional relationship development skills. This will be evidenced by the number of gifts you have secured, and the outstanding experiences reported on by donors you have worked with.

Additionally, you will have:

- Demonstrated major gifts experience with proof of achieving financial targets
- Proven networking, negotiating and relationship building skills
- An understanding of outcomes and impact measurement and its importance in the philanthropic space
- Excellent written and verbal communications skills, a good listener

What you will get in return

- The chance to add to your already impressive achievements in the philanthropic space
- The support of management and team members in achieving KPIs
- The chance to work in a collaborative and supportive environment
- Genuine sense of purpose and satisfaction that you are making a difference

If you are interested in this opportunity, please apply, ensuring you have submitted a copy of a cover letter and resume. If you would like to discuss this role in more detail, please contact Jill Gustave Marston on 03 9321 8795.

The successful applicant will be required to complete satisfactory background screening checks.

The Lost Dogs' Home is an equal opportunity employer committed to providing a working environment that embraces and values diversity and inclusion. Only candidates with the right to work in Australia may apply for this position.