

Position Title External: Relationship Manager, Philanthropy
Reports to: Head of Philanthropy and Partnerships
Position Type: Contract or Permanent. Full Time (35 hours per week).
Location: FLEXIBLE with 2 days per week in ST LEONARDS NSW

You will secure funds for JDRF by fulfilling the interests and passions of donors by providing them with giving opportunities, encouraging them to give and assuring that as many as possible are retained as continuing donors to the organization and are upgraded in their giving and involvement.

WHY WORK FOR US?

- Work-life balance with hybrid and flexible work structure (2 days in office), including company equipment to facilitate transition between office and home
- Salary sacrifice options and benefits to increase take home pay
- Convenient St Leonard's location, close to public transport and shops
- Team building with twice annual TEAM meetings in Sydney
- Employee Assistance Program + 1 wellness day per year + family leave
- Learning and Development provided to have the skills you need for your role
- Friendly and supportive team/management

ABOUT THE ROLE

You will be accountable for \$1M revenue in FY24, supporting the team revenue goal of \$9M. Your portfolio includes Mid-Level Donors, Major Donors, and Trusts & Foundations in NSW and ACT. You will qualify your portfolio moving from ~450 in the caseload to ~150 donors. You will be proactive with qualification; solicitation will be executed through personalized, high-touch experiences.

- Set individual goals for each person based on the donor's history of giving and the organization's knowledge of that donor's potential.
- Create a plan for each donor that will serve as a foundational communication and marketing plan for each person in your portfolio. Will faithfully and, in a timely manner, execute that plan so that individuals are retained and upgraded.

THE IDEAL CANDIDATE SHOULD HAVE

- Confidence and a track record of 'making the ask', gaining commitment for 5-figure+ gifts including uplifting gifts
- Knowledge of fundraising and an ability to apply principals in a practical manner
- Strategic mindset and ability to connect our mission to larger strategic goals
- A team-orientation and strong work ethic that continually strives for excellence
- An incredible passion for our mission that invigorates and excites everyone with whom you engage
- Outstanding attention to detail; proactive approach, taking accountability for outcomes
- Experience and proficiency using a CRM system, preferably Salesforce NPSP
- Accountable, responsible, and driven individual with sound judgement and problem-solving capabilities who can work autonomously and as a member of a wider team.

WHY JDRF

JDRF has transformed the understanding of Type 1 Diabetes and been a part of every breakthrough in T1D care in the last 50 years. Every single dollar raised is committed to taking a cure from hope to reality – while making the lives of people with T1D easier, safer, and healthier until that happens. JDRF is a national not for profit organisation with offices in five states as well as being part of a Global affiliation across six countries. Learn more [HERE – Living with T1D: A film by JDRF](#).

If you are passionate about what you do and making a difference, then we want to hear from you. To apply, please forward your resume to Kari Musick on kmusick@jdrf.org.au

