



About the Role:

Due to The Salvation Army launching our most ambitious and visionary Capital Campaign ever we have a brand new **permanent, full time** vacancy for a **Capital Campaign Specialist** to join our **Redfern, NSW** office with hybrid working arrangements.

With one direct report (Relationship Manager Stewardship) we are looking for a highly emotionally intelligent and skilled Major Gift Fundraiser dedicated to raising > \$30M for the Arise Capital Campaign. The focus on this role will be 6 and 7 figure gifts from existing and prospective donors.

Key Responsibilities:

- Manage a portfolio of existing and prospective donors ensuring their requirements are met to nurture the relationship and understanding of The Salvation Army's Mission
- Achieve financial and non-financial targets, including meetings, calls and events, on time and budget in accordance with established KPIs
- Represent The Salvation Army at networking functions to expand current Transformational Gifts donor networks
- Conduct regular review and analysis of the Capital Campaign pipeline and portfolio
- Collaborate with the Transformational Gifts Relationship Managers, and members of the broader Fundraising team, to research and identify prospects, establish solicitation priorities and develop targeted cultivation
- Work collaboratively with the Head of Fundraising, external campaign counsel, and The Salvation Army's leadership team to cultivate identified campaign prospects, engaging these prospects to enable preparation, discussion and success of funding proposals

About you:

- Experience in negotiating new business / soliciting new philanthropic gifts and networking skills with HNWI (high net worth individuals) and senior executives
- Experience in Major Gift fundraising (preferred) and/or sales
- A professional attitude, strong team focus with the ability to communicate effectively at all levels and build relationships with people of all backgrounds
- Sound knowledge of fundraising standards, principles, policies, and procedures
- Demonstrated understanding of the fundraising process within a non-profit organisation, religious and/or charitable organisations
- Strong interpersonal skills including the ability to develop a collegiate network of internal staff to advance fundraising propositions, including fundraising colleagues, mission expression managers and others

Why work for us:

- Eligible employees can access NFP salary packaging
- Flexible working arrangements including WFH
- Opportunity for training and career development
- Paid parental leave
- Employee Assistance Program
- Discounted health and fitness programs
- Up to 8 weeks leave per year through our purchase leave scheme
- Up to 5 days paid leave per year to support a TSA program or activity

How to Apply:

We are looking for compassionate people who share our mission and values, if you have the passion and drive to commit yourself to a challenging and rewarding role; we invite you to apply via the link:

https://salvationarmy.wd3.myworkdayjobs.com/en-US/Salvos/details/Capital-Campaign-Specialist_R36919-1?q=r36919&workerSubType=232ddb0d8038014c39b9a752e9118864&workerSubType=232ddb0d8038016b3e98a752e9118764&workerSubType=232ddb0d803801c22875a752e9118664 and submit a current CV and a cover letter which details your alignment with the essential requirements of the role.