

SENIOR MANAGER, PHILANTHROPY

- *Join an organisation who is a 'leading voice for nature'*
- *Utilise your passion for developing relationships*
- *Lead a National Major Gift Program*
- *Full Time, hybrid, Melbourne CBD location*



For over 60 years, **WWF** has been a powerful voice for nature and communities. They are a global network of local organisations working in 100 countries. **WWF-Australia** is the largest southern hemisphere member of the WWF Network, with over 2.5 million supporters. They work as a catalyst with communities, First Nations, governments, businesses, innovators, and philanthropists towards our global mission: to build a world where people live and prosper in harmony with nature.

WWF-Australia's Philanthropy team raises funds to Regenerate Nature by 2030; by protecting wildlife, landscapes, oceans and securing a healthy climate.

Reporting to the Head of Philanthropy and Development, the **Senior Philanthropy Manager** leads WWF-Australia's major gift program nationally. The position manages WWF-Australia's relationships with its most high-profile and generous friends and supporters and is responsible for strengthening WWF's ability to achieve its strategic objectives through the generation and growth of sustainable major gift support.

The role will be instrumental in continuing to build, coach and develop a high performing team of Relationship Managers and other staff, who will support the delivery of the plans and targets.

About YOU

- Demonstrated strategic level experience in fundraising and philanthropic giving, with a focus on major gifts, including Trusts and Foundations and family offices,
- Working knowledge of the Australian philanthropy market, and the key drivers and features of the Melbourne and Sydney markets,
- Excellent high-level interpersonal, communication and negotiation skills and experience in requesting and gaining philanthropic support, including demonstrated ability in writing and presenting engaging proposals,
- Proven track record of delivering against revenue targets,
- Proven track record of forecasting, developing and implementing engagement plans for both new and existing donors,
- Demonstrated experience leading and managing staff with a focus on high performance team working and talent development,
- Project management, analysis and reporting skills,
- Strong initiative and drive, and ability to work both autonomously and within team (virtual) environments,
- A commitment to ethical standards of behaviour and proven ability to exercise good judgement and discretion,
- Interest in and understanding of environmental conservation and sustainable development.

APPLY NOW if you are an innovative major gifts specialist with the experience, skills and tenacity to lead transformational growth and donor engagement to new heights.

Gembridge is proud to partner with WWF - Australia.

For a confidential discussion, please contact **Dawn Patrick** or **Michelle Varcoe** on **03 8375 9661**; or apply@gembridge.com.au

