

# Development Lead – Major Gifts

- Maximise fundraising through a contemporary and personalised Major Donor Strategy
- Supporting the vulnerable; transforming lives through education & life skills
- Flexible Hybrid role working in contemporary offices based in East Melbourne

## Impact

Be a catalyst for positive change in the Victorian community by providing the financial support needed for a diverse suite of programs delivered by CCV; mental illness to marriage breakdown, financial stress to family violence, drug abuse to disputes over custody arrangements – CCV support people to get their lives back on track. [www.catholiccarevic.org.au/directory/services](http://www.catholiccarevic.org.au/directory/services)

You don't need to be Catholic to access their services. CCV work with people from all walks of life and cultural backgrounds.

CCV isn't like other places you've worked. A wide reaching organisation with a diverse and talented community – a community doing extraordinary things.

## Why Your Role Matters

The position is responsible for the implementation of strategies to achieve philanthropic revenue targets for CCV. The role is responsible for a portfolio of major gift prospects and will focus on cultivating and soliciting major and planned gifts to support CCV's fundraising priorities working in close partnership with staff across CCV.

Engagement at CCV is a collaborative team supporting all aspects of the work done by CCV, able to help people in need today with the support of their many donors. The role of Development Lead reports to the Group Director of Engagement and has no direct reports.

- Under broad direction from the Group Director of Engagement, deliver the philanthropic strategy
- Build and manage a portfolio of prospects that have the potential to make a significant contribution
- Steward relationships with individuals to identify and deepen their interest in CCV
- Ensure cultivation plans for all prospects & donors are effective and complete

## You will bring

You are a development professional with an entrepreneurial approach who will proactively support the team to help build the CCV fundraising program and donor relations; you have a strong sense of social justice and you love people-

- ***An ability to communicate persuasively and present complex information clearly and compellingly***
- ***Ability to articulate a case for support for the organisation's priorities***
- ***Stakeholder management skills, an ability to establish collaborative & sustainable relationships***
- ***Proven ability to show initiative; think creatively and work independently***

If you are passionate about providing real solutions to Victorian communities and want to shape this fundraising role to demonstrate your impact, please apply with an up-to-date resume and a cover letter outlining your interest in the role to [anna.skeels@socialcompassgroup.com.au](mailto:anna.skeels@socialcompassgroup.com.au)

At the Social Compass Group we are committed to supporting an inclusive and diverse sector. We believe that a variety of perspectives, ideas and backgrounds leads to better outcomes for our customers & community. We encourage and support people with disability, Aboriginal & Torres Strait Islander peoples, the LGBTQI community and people from culturally diverse backgrounds to apply.