



Fundraising Manager

Fundraising Manager

- Great opportunity to lead fundraising in a small but ambitious organisation.
- Drive fundraising growth from high-profile individuals and key grant-givers.
- Work with purpose – impact the lives of thousands of cats, dogs, and the people who care for them.
- Thrive in a passionate, small team offering autonomy and nimble decision-making.

Role Overview:

Responsible for the fundraising strategy, budget, and tactical implementation.

Key growth areas are personal relationships with mid-value and major donors. These donors are mostly individuals but also include pet industry organisations.

A career-defining opportunity to drive best practice fundraising strategies, expand our donor base, and significantly impact animal welfare in Australia. Ideal for ambitious, self-motivated individuals passionate about making a difference.

About Us

Join Australia's leading animal welfare research foundation and make a difference in the lives of thousands of cats, dogs, and people. The Australian Pet Welfare Foundation (APWF) is committed to eliminating euthanasia of healthy and treatable animals in shelters within a decade.

Our mission encompasses research, education, advocacy, and legislative reforms to improve the lives of pets and their caretakers.

Our diverse funding streams include campaigns, partnerships, grants, and donations.

Roles and Responsibilities

- Manage, develop, and oversee the fundraising strategy and budget.
- Lead key donor strategy, including meeting with, asking, and cultivating our major donors, partners, and pet-related businesses.
- Growing the major donor pipeline.
- Prepare and manage donor communications calendar.
- Oversee donor newsletter program.
- Manage and support our partner call centre.
- Manage donor databases and ensure data integrity, security, and accuracy.
- Develop and present a five-year growth strategy.

Selection Criteria:

We're looking for someone with:

- Great sales and relationship-building skills with a track record of one-to-one significant sales: for example, major donor success, real estate, or other high-ticket sales.
- Qualifications in sales and marketing or equivalent life experience, especially an understanding and experience of direct sales and marketing techniques.
- Excellent project manager, able to manage various suppliers and deal with unexpected events.
- Excellent communication, negotiation, and stakeholder management skills.
- Proven experience with managing budgets with intermediate or above spreadsheet skills.
- Proficiency in CRM / database systems and Office Suites.
- Passion for the non-profit sector and animal welfare.
- Excellent English language skills.



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Why is it a good fit for you?

Whilst this is a Fundraising Manager role, we appreciate that many of the required skills are present in commercial roles. We will consider candidates with little or no non-profit experience if they can demonstrate they know how to 'close the deal'.

In all cases, you must be curious and willing to learn new things. For example, happy to get stuck into an online course and implement what you learn.

You will need to learn and embrace fundraising best practices.

If you're a strategic, creative individual with a heart for animals and a talent for engaging people in meaningful causes, this role is perfect for you.

You will have the authority to develop this job whilst you develop our income streams.

We invest in our people – with good salary, appropriate support in training, mentoring and third-party suppliers available.

Flexible Working Environment:

- Part-time role (20 hours/week).
- Flexible, hybrid or remote working options.
- Office located in Kenmore, Brisbane.
- Collaborative small team environment.
- Salary for 20-hour week annual \$62,500 (pro rata equivalent \$110,000).

Apply today!

Your application must consist of:

- **Maximum one-page cover letter** explaining why you're the best person for the job. Ensure you give examples of your project management skills, sales skills, and some 'deals' you closed.
- **Maximum two-page resume** outlining skills, experience and education.
- Please note that it's not necessary to include employment history beyond past five years.
- The application must be supplied in the one PDF document.
- Failure to adhere to the above criteria will mean that your application will not be considered.

Submit your application to businessmanager@petwelfare.org.au

Applications close **Friday, 9 February 2024**.