



# Fight Cancer Foundation<sup>TM</sup>

*Giving hope. Saving lives.*

## **Transformational Gifts Manager**

- Drive long-term fundraising and sustainable growth with major donors
- Competitive salary plus salary packaging
- South Melbourne location with flexible work-from-home arrangements

Fight Cancer Foundation is a national charity committed to supporting individuals and families impacted by cancer. Our mission includes providing essential support services, funding critical cancer research, and offering accommodation for patients undergoing life-saving treatments. Established in 1989 as the Bone Marrow Donor Institute, we've expanded our focus to include various cancer types, demonstrating our dedication to making a meaningful impact on the cancer community.

### **About the Role**

We're on the lookout for an enthusiastic and dynamic individual to pioneer the role of Transformational Gifts Manager. This newly created position calls for someone with the experience to build a robust pipeline of donors and stakeholders and make a significant mark on our fundraising initiatives.

### **What will you do?**

As the Transformational Gifts Manager, you will implement a bold strategy to secure, develop and evaluate a mid to major donor strategy including soliciting and managing major gifts, bequests, and driving strategic fundraising campaigns throughout the year.

Reporting into the Head of Fundraising and Communications, your responsibilities will include:

- Manage and cultivate a portfolio of prospects and donors with a view to securing transformational gifts.
- Build and implement a transformational giving strategy including moves management and donor communications, such as, proposals and impact reports.
- Collaborate with Fight Cancer Foundation executives and Board members to cultivate and secure transformational level investments.
- Deliver successful donor acquisition and stewardship activities to achieve strategic objectives, targets and KPIs
- Develop and implement both a Major Giving and Gift in Will strategy

### **About You**

- Significant experience in fundraising (mid value, philanthropy, broad relationship fundraising), with success in building a pipeline of donors or partnerships, and identifying, researching, cultivating, soliciting, and stewarding relationships
- A confident, inspiring and engaging public speaker, comfortable in front of groups and in one-on-one meetings
- A self-starter excited to 'make the ask'



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- A natural flair and love of networking and building internal and external relationships with strong networks in the major or corporate donor space (advantageous)
- Strong proficiency in the use of fundraising platforms and CRM.

Each team member is empowered to take initiative and exhibit creative thinking, and this role is certainly no different. This is an outstanding opportunity for an experienced candidate, offering a great salary commensurate with your experience, flexible hours, WFH opportunities and salary packaging benefits. You must have the right to work in Australia in order to apply. The successful applicant must have a valid Driver's license and agree to Working with Children and Police Checks. Confirmation of employment is subject to these clearances.

## **How to apply**

Please click Apply (<https://m.fibrehr.com.au/>), if you are passionate about making a meaningful impact in the fight against cancer and possess the skills and qualifications outlined above. If you have any questions, please do not hesitate to contact our Careers Team at [careers@fibrehr.com.au](mailto:careers@fibrehr.com.au). We can't wait to hear from you!

Follow Fight Cancer Foundation on Instagram to learn more about us: **@fightcancerau**