



Senior Philanthropy Manager - Monash Health Foundation (Our Ref: 64891)

- Are you passionate about making a difference?
- Are you enthusiastic about helping others through philanthropy?
- Permanent, full time role

Working in Healthcare has never been more important or meaningful.

A great opportunity for an experienced philanthropy expert to join an outstanding, dynamic, and dedicated team who are making an impact in healthcare. **Monash Health Foundation** is the fundraising arm of Monash Health, nurturing and encouraging philanthropic support, so we can provide world class experiences for the people we care for. Our donors support patient wellbeing initiatives, medical research, vital equipment, employee training, capital projects, and more. Our team of fundraising professionals connect supporters with meaningful work to help make a difference in the lives of Monash Health patients and employees, supporting good health for our community.

A Day in the Life

The **Senior Philanthropy Manager** plays an integral role in the Foundation's long term strategic plan to substantially increase revenue through implementing a best-practice approach to secure significant philanthropic gifts across the whole of Monash Health. Some of the key responsibilities in this role will include:

- Develop and maintain a keen understanding of Monash Health Foundation's fundraising model and of Monash Health's funding needs.
- Identify an extensive prospect list and philanthropy pipeline, qualify and solicit ongoing and significant philanthropic gifts and secure ongoing and increased revenue.
- Develop and maintain customised 'moves-management' plans and adhere to the process, culminating in significant asks and repeat donations.
- Assist in the research, develop and presentation of proposals where required. Assist with the development of funding proposal concepts for complex collaborative initiatives and the organisation's ambitious ideas.
- Consult with key Monash Health leaders to develop major gift opportunities and to leverage their existing relationships with major donors and prospects to develop giving opportunities and formulate individualised strategies for each donor.
- Support two Philanthropy Managers.

Whilst the Monash Health Foundation office is based at Monash Medical Centre, Clayton, we are happy to discuss a hybrid model to work remotely.

What you bring:

- Experience in and an understanding of the Australian philanthropic community.
- Experience coordinating and drafting proposals and acquittal documentation.
- Demonstrated ability to identify and develop a variety of philanthropic relations, and to make 'the ask'.
- Work autonomously and creatively and strong organisational and management skills.
- Work with a wide range of stakeholders, both internal and external and in a team environment.

On a personal level, you:

- Are naturally curious and interested in others and in public health.
- Maintain the highest standards of integrity and confidentiality, and exercise sound judgment and professionalism always.
- Prioritise your workload and demonstrate strong time management skills.
- Are a positive, go-getter.

What you need:

- An undergraduate qualification or an equivalent, alternate combination of relevant knowledge, training and experience.
- An understanding of the Australian Philanthropic Community.
- Experience in applying creative approaches to major gifts fundraising.
- Experience of successfully developing or implementing major gifts fundraising programs.
- Excellent interpersonal and communication skills that demonstrate the ability to establish and maintain effective working relationships with different stakeholders.

If this sounds like you, why not apply?!

If you'd like a confidential discussion to explore the opportunity further, you are welcome to contact Daraus Mirza on (03) 9594 2700.

How to Apply

Monash Health recognises the value of equal employment opportunity and is committed to patient safety and promoting fairness, equity, and diversity in the workplace. At Monash Health we are relentless in our pursuit of excellence and work to our six guiding principles.

Applications will only be accepted via the Monash Health online Mercury System only. Email applications will not be considered.

[To view the full position description and to APPLY NOW, click here](#)