

Philanthropy Manager

- **Permanent full-time position | Flexible/hybrid working**
- **New opportunity to support HopeStreets life-transforming services**
- **Leverage your philanthropy skills to grow the Gifts in Wills program**

Join a well-known brand that put people first in everything we do!

About the role:

As key member of the Fundraising and HopeStreet Marketing team, you will cultivate and steward relationships with high-value donors, major donors, foundations, grants, and corporate partners, using data insights to tailor your communications and proposals to match the interests and passions of our supporters and demonstrate the impact of their generosity, whilst ensuring that they feel valued and appreciated by the organisation.

Working closely with the Head of Fundraising & HopeStreet Marketing and wider marketing and communications teams, you will develop and implement the BaptistCare HopeStreet's planned giving strategy with a core focus on the growth of the 'Gifts in Wills' program.

In collaboration with BaptistCare's Events Manager and the external Event Management Team, this exciting opportunity will also see you plan and execute the annual BaptistCare Halo Ball – our annual signature gala ball!

About you:

To be considered, you will have:

- An undergraduate qualification, or an equivalent, alternative combination of relevant knowledge, training and/or professional experience
- Minimum 5 years of experience in fundraising, preferably in major gifts or philanthropy
- A proven track record of securing significant donations from individuals, trusts, foundations, or corporates.
- Demonstrated ability to cultivate and steward relationships with high-net-worth individuals, foundations, corporations, and other potential donors
- Experience in developing and implementing strategies for gifts in wills, major donors, foundations and grants, and corporate partnerships
- Experience in planning and executing successful fundraising events, such as gala dinners, auctions, or concerts
- A strong understanding of the Australian philanthropic landscape and trends
- Ability to work independently and collaboratively with internal and external stakeholders
- Excellent organisational and project management skills.
- Ability to work autonomously, and as part of a team, with a mindset of innovation and continuous improvement.
- A commitment to our mission and values, and a genuine interest in the issues we work on
- Excellent written, verbal, and interpersonal skills
- A current driver's licence and commitment to occasional travel.

About Us:



BaptistCare support thousands of people across 100 locations in NSW, ACT and WA. From humble beginnings in 1944, BaptistCare has grown into one of the nation's most respected care and community services providers.

Benefits:

We offer a competitive remuneration plus salary packaging with Not-for-profit (NFP) tax-free component, access to family/friends benefits like our Flourish and Fitness Passport programs, excellent L&D support and great team culture - just to name a few of our great benefits!

To Apply:

To be considered, please submit an application online via the following link: [Philanthropy Manager - Hills District - North West Sydney, NSW, Australia \(baptistcare.org.au\)](https://baptistcare.org.au/PhilanthropyManager-HillsDistrict-NorthWestSydney)

NB: Applicants are encouraged to apply as soon as possible as applications may be reviewed prior to the closing date. Closing Date is subject to change without notice.

Successful applications will be subject to a variety of background checks including police background check via our online police check system.

BaptistCare – Transforming lives by expressing the love of Christ

Enquiries may be emailed to: cbetts@baptistcare.org.au