



Director of Fundraising

- **Join a great team and help us make a difference to the lives of others**
- **Permanent, full-time role**
- **Based in Penrith in Sydney's Greater West and close to public transport**
- **Attractive remuneration with salary packaging option**

About Us

Aid to the Church in Need (ACN) was founded by Fr Werenfried van Straaten in 1947 as a Catholic aid organisation for war refugees. It is the only international Catholic organisation today that focuses on the pastoral and spiritual support of suffering Christians.

Through the offerings of 350,000 benefactors worldwide, ACN raises over \$200 million annually and supports some 5,500 projects across 140 countries each year.

ACN Australia and New Zealand began in 1965 and is one of 23 national offices which seeks to raise awareness and financial support for this work. The national office in Australia is based in Penrith in Sydney's Greater Western region.

ACN is preparing for growth so that it can continue its outreach to those who are in need. This unique opportunity will therefore suit a passionate fundraiser who is open to bringing that passion for fundraising and a desire to make a difference in the lives of others.

About the Role

The role of Director of Fundraising is a newly created role critical to achieving ACN's mission. Reporting to the National Director, and leading a small team, you will drive the formulation and execution of ACN's fundraising strategy aimed at attaining annual revenue targets, fostering continual expansion and viability of both existing and emerging revenue channels.

You will lead the growth strategy by refining existing fundraising streams, developing new capabilities, and ensuring the achievement of revenue targets in line with ACN's pastoral character.

You will direct the management of current fundraising streams including community engagement, benefactor journeys, major gifts, gifts-in-wills, retail, direct marketing (print and digital) and appeals.

You will ensure ACN's narrative is consistent across fundraising, marketing, and communication endeavours, fostering collaboration towards common objectives of revenue growth, outreach expansion, enhanced visibility, and benefactor base enlargement.

You will also guide the creation of multi-year fundraising forecasts, providing a roadmap for sustainable financial planning and resource allocation, while at the same time ensuring sufficient financial resources for the team to fulfil its key performance indicators.

The role is full-time role based in Penrith with some flexibility to work from home.



Aid to the
Church in Need

ACN AUSTRALIA NEW ZEALAND

PO Box 335 Penrith NSW 2751 AUSTRALIA
PO Box 90445 Auckland 1142 NEW ZEALAND
1800 101 201 www.aidtochurch.org

About You

Your demonstrated experience in direct marketing, major gift fundraising and regular giving in a similar environment is key to this role.

Specifically, as the ideal candidate for this role, you will meet the following *Key Requirements*:

- A demonstrated commitment to the work of ACN and the teachings of the Catholic Church
- Experience in direct marketing, major gift fundraising and regular giving
- Experience designing and implementing data driven fundraising strategies
- Experience leading fundraising programs that include a range of revenue streams
- An ability to inspire, nurture and enhance high performing teams
- Sound ability to manage stakeholder relations and an ability to build relationships
- Exceptional communication skills both written and verbal
- Experience managing budgets to achieve measurable income and performance goals

What's on Offer?

- The opportunity to work for a mission-focussed organisation that strives to make a difference in the lives of others
- An attractive remuneration is being offered with option to salary package, which can increase your take-home pay
- Relocation assistance will be provided if appropriate
- Onsite parking and walkable distance to trains and Westfield shopping centre
- Positive and faith-filled work environment
- Flexible work environment and genuine work/life balance
- Staff social events

Enquiries and Application Process

To obtain a copy of the Position Description or enquire about the role, please contact Anthony Spata at Reach HR on 0402 210 055 or anthony@reachhr.com.au.

Applications should be sent directly to anthony@reachhr.com.au and must include a **resume** and **cover letter** outlining your experience and suitability for the role, in particular, how you meet each of the *Key Requirements* outlined above.

Applications close 31 March 2024.