

INDIVIDUAL GIVING MANAGER

- *Lead an Individual Giving program at an exciting time of growth*
- *Meaningful role with purpose & impact*
- *Part-time (.08 FTE), hybrid, flexible working arrangements*



Cystic Fibrosis Community Care (CFCC) is dedicated to supporting the Cystic Fibrosis (CF) community in New South Wales and Victoria. Founded in 1974 by a group of parents of children with CF, they have a rich history of working across several key focus areas including:

- **Programs and services** to enhance the quality of life of over 1000 members.
- Promoting and facilitating **research** into improved treatments and therapies in the fight against CF.
- **Public Awareness and communications** with members, the wider CF community, and other key stakeholders.
- **Information, education and advocacy** to deliver information and education services to key stakeholders; and representing individuals and groups that require government or institutional action.

CFCC provides flexible, hybrid work arrangements, salary packaging and great benefits such as bonus leave for your birthday and additional leave between Christmas and the new year.

The role

This is an exciting opportunity to develop and deliver engaging and inspiring fundraising appeals and campaigns that support donors to see the impact of their donations on the lives of people living with CF. As **Individual Giving Manager**, you will help to shape the future of Cystic Fibrosis support and awareness through analysing and growing donor pipelines, building annual strategies and boosting digital engagement.

Reporting to the Head of Fundraising and Marketing and managing one direct report, you will lead CFCC's Individual Giving programs (including appeals, regular giving, major gifts, bequests and In Memoriam) and play a major part in the development and execution of CFCC's first ever Giving Day and integral CF Awareness Month Campaign. You will dive deep into CFCC's metrics, analytics and data, and move donors through an engaging supporter journey, building a loyal community of donors and engaging them with the strategic direction of CFCC.

You will join a small team of marketers and fundraisers with a complementary mix of backgrounds, who love to roll their sleeves up and have a laugh. Creativity, testing concepts, and ideas sharing is encouraged. Amid an exciting phase of growth, now is a great time to join the team and help increase awareness of CF.

About you

- A results driven, donor centred, creative thinker, you will enjoy the challenge of picking up a portfolio and having the opportunity to transform it and take it to the next level
- Experience in appeals, campaigns, stewardship, and supporter engagement activities including donor communications and thank you programs
- Proven track record of utilising data and analytics to influence future projects and experience working with CRM databases and key fundraising and marketing platforms
- Experience in developing digital fundraising strategy (including acquisition and retention) and multi-channel campaigns
- Ability to lead and effectively manage the performance, output and development of direct reports and key agencies
- You are passionate, warm, and authentic, and love engaging with people, building relationships, and helping donors to achieve lasting impact.

If you are excited to make a difference in people's lives with your fundraising expertise, **APPLY NOW.**

Gembridge is proud to partner with CFCC.

For a confidential discussion, please contact **Tessa O'Neill** or **Jenni D'Orival** on **03 8375 9661**; or **apply@gembridge.com.au**



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