

Senior Adviser, Philanthropic Giving

- Full time permanent role, location Melbourne + hybrid working
- Steward and grow relationships with major philanthropic supporters and partners
- Work for the world's largest humanitarian organisation

About Red Cross

Australian Red Cross is part of the world's largest humanitarian movement. We support and empower people and communities in times of vulnerability. We act for humanity.

About the role

As Senior Adviser - Philanthropy your focus will be to steward and grow relationships with high value philanthropic supporters, drive strategic value and secure both financial and non-financial support for Red Cross' work. You will be responsible for managing and growing a portfolio of existing relationships with major supporters and partners. You will identify, initiate, and cultivate new relationships with high-capacity philanthropic supporters and partners (including Major Donors, Private Ancillary Funds, Trusts & Foundations and others) using research, insights and targeted networking.

As a key player in our Partnerships team, you will lead and support the development of high quality pitches, proposals and grants/tenders and secure a range of sustainable funding relationships to ensure the achievement of annual targets. You will work closely within the Partnerships team, program teams, marketing and communications, fundraising and the broader Engagement & Support Directorate, ensuring coordinated activity to identify and maximise opportunities for strategic growth.

What you will bring

- Substantial relevant professional experience in philanthropy, securing major gifts, developing effective business development strategies with a focus on partnerships and/or revenue growth, ideally in a rapidly evolving institution.
- Proven success in developing and leading major gift fundraising strategies
- Demonstrated ability to build a culture of philanthropy within an organisation and to enthusiastically and successfully engage in one-on-one solicitation and ongoing supporter/partner stewardship
- A successful track record in executing on strategy, setting priorities, managing multiple projects and working effectively under pressure to achieve individual and organizational goals including financial targets
- Capacity to bring existing networks across philanthropy preferred
- Excellent verbal and written communication and interpersonal skills, and an ability to listen to and balance, negotiate and work with a variety of internal and external stakeholders

- Good understanding of legal, financial and ethical issues related to philanthropic giving
- Keen interest in learning and developing as a professional, staying on top of best practice research

Benefits that act for you, while you act for humanity

- *Financial wellbeing:* In addition to your salary, you can take advantage of salary packaging that could provide you with a great way to reduce the amount of tax you pay - and get more from your salary. You can salary package up to \$15,900 for living expenses (such as rent, groceries, utility bills); up to \$2,650 for holiday accommodation and meals when dining out; Novated car leases; superannuation and purchase additional annual leave.
- *Health & Wellbeing:* You can tap into specialist advice for nutrition, sleep, resilience and mindfulness. And access guided meditation and other wellbeing programs.
- *Work/Life Flexibility:* You can access flexible working arrangements, paid 'Me' day just for you and a wide range of other paid leave options

Further information

For additional enquiries, please contact David MacDermott at dmacdermott@redcross.org.au - please note email is for queries only, applications will only be accepted when submitted using the links provided
Applications close: Monday 29 April– however we encourage applicants to apply as soon as possible as we will be reviewing applications as they are received and may close this advert early.

Aboriginal and Torres Strait Islander people are strongly encouraged to apply.

Job Ref #: 575

Red Cross strives to create a safe and inclusive culture with wellbeing at its centre. We embrace diversity and welcome Aboriginal and Torres Strait Islander people, and people with different lived experiences, abilities, gender, ethnicity, age, and sexual orientation. We are a child safe organisation with zero tolerance of any harm to children. Our vision is to be trusted as the leading humanitarian organisation making a genuine difference in the lives of people and communities.