



Our well established, highly motivated, Fundraising team is growing and looking to expand our offerings by taking the current model to the next level. As such, we are setting up a brand new function to develop product for our supporter base. Reporting directly to the *Head of Fundraising* we seek to appoint a **permanent, full time, GM Product Development** to be based out of our **Blackburn, Melbourne** office with hybrid working arrangements. Reporting into this position will be 2 direct reports specialising in product development.

If you believe in good, enjoy building things from scratch and would like to leave a legacy in this well established organisation this is the perfect role for you. We are looking for an innovator who has extensive product development / product management experience in large scale organisations. We need a true collaborator who is able to influence and have a positive impact on existing stakeholders.

About the role:

- Build and implement product strategy and framework for the Fundraising department
- Deliver fundraising products and compelling propositions that meet supporter needs and achieve revenue growth in line with strategy and goals
- Establish product development capability, processes and metrics to develop and launch new products as well as management of the existing product portfolio
- Develop key relationships with stakeholders across The Salvation Army (TSA) to ensure product integration into teams and build new ways of working

About you:

- Fundraising experience would be highly regarded however not essential
- Qualifications in Marketing, Business or related field with a product development focus
- Values aligned to the mission and vision of TSA
- High level of digital expertise and ability to understand motivations of our supporters
- Innovative, solutions focussed, creative thinker
- Motivated and results driven
- Experienced in building culture, trust, engagement, and collaboration
- Strong analytical and problem solving skills

As a registered NFP we offer our eligible employees real and meaningful benefits such as;

- NFP salary packaging (\$15,900 tax free) plus meals and entertainment benefit (\$2,650)
- Health, fitness, financial, retail and lifestyle discounts and benefits
- Flexible / Hybrid working conditions including WFH
- Paid parental leave - 12 weeks

Founders **William & Catherine Booth**
General **Brian Peddle**

*Wherever there is hardship or injustice, Salvos will live, love and fight
alongside others to transform Australia one life at a time with the love of Jesus*

- Up to 8 weeks leave per year through our purchase leave scheme
- Up to 5 days paid leave per year to 'volunteer' in a TSA program or activity
- Employee Assistance Program - Independent confidential counselling service
- An inclusive culture of dedicated, passionate, and professional team members
- Positively supporting and impacting the lives of others through your career contribution

If you're excited by this unique opportunity, the above sounds like you, and you have a heart for working for an organisation that truly does transform lives, we would love to speak to you. We are looking for compassionate people who share our mission and values. If you have the passion and drive to commit yourself to a challenging and rewarding role; we invite you to apply via the link on our website:

https://salvationarmy.wd3.myworkdayjobs.com/en-US/Salvos/details/GM-Product-Development_R41428-1?q=r41428&workerSubType=232ddb0d8038014c39b9a752e9118864&workerSubType=232ddb0d8038016b3e98a752e9118764&workerSubType=232ddb0d803801c22875a752e9118664

For further information including a PD or a confidential discussion please contact Natasha Stojanov on 0456 603 828 or via email natasha.stojanov@salvationarmy.org.au