

MAJOR GIFTS MANAGER

- *Newly created impactful role*
- *Join a recognised leader in emergency wildlife rescue*
- *Full time 12-month contract with potential to extend*



Wildlife Victoria has provided the community with a Wildlife Emergency Response service since 1989. Their mission is to help and protect wildlife through their rescue, education, and advocacy activities. Every year thousands of native animals in Victoria become sick, injured or orphaned, often as a direct result of human activity. If left unassisted, these animals may suffer and die in pain or of starvation. The Wildlife Emergency Response Service receives notifications from members of the public via emergency phone and online reporting system, receiving over 130,000 requests for help annually, and helping over 80,000 animals.

Reporting to the Head of External Relations, the **Major Gifts Manager**, a newly created position, is an exciting opportunity to develop and grow Wildlife Victoria's Mid & Major Gifts and Bequests strategies in line with their mission and values.

Areas of focus include:

- Managing a portfolio of current mid & major donors and bequests whilst identifying and developing prospective donors
- Developing personalised proposals, reports, impact stories and updates for major donor and philanthropic partners
- Working with the Fundraising Manager and team to deliver bespoke donor relations activities, as well as help create print and digital marketing communications, including appeals, campaigns and acknowledgements
- Delivering monthly reporting and presenting key updates to the team

About YOU

- An interest in wildlife and animal welfare issues
- Relevant experience in relationship fundraising in a not-for-profit, social impact or community services environment
- Strong communication and story-telling skills to share compelling stories that connect the hearts and minds of Wildlife Victoria's supporters
- You excel at building and managing strong relationships, identifying where goals align to produce sustainable, mutually beneficial relationships
- You are a collaborative, dynamic team player with a growth mindset and excellent presentation skills,
- Demonstrated understanding of data-driven approaches to fundraising and supporter journeys, together with an aptitude for databases (in particular, Salesforce CRM) and analytical skills
- Experience in preparing and delivering fundraising budgets, forecasts and data insights
- Relevant tertiary qualifications, CFRE or membership of Fundraising Institute of Australia is highly regarded.

Wildlife Victoria's staff are well supported, highly engaged, professional, and diverse. The culture is friendly, supportive, and collaborative, and there are ongoing opportunities to learn about wildlife, become a volunteer and develop your career.

APPLY NOW if you are a driven major gifts fundraiser with proven success in engaging donors & driving income growth, plus a genuine interest in wildlife.

Gembridge is proud to partner with Wildlife Victoria.

For a confidential discussion, please contact **Dawn Patrick** or **Tessa O'Neill** on 03 8375 9661 or email apply@gembridge.com.au



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