

## Philanthropy Manager

- Significant opportunity leading mid-level to major donors and bequest portfolios
- Work with an FIA award winning professional, passionate and purpose-driven team
- 0.8FTE, 5 weeks leave, hybrid working, NFP salary packaging options

At Ovarian Cancer Australia (OCA), our team is passionate about changing the outcomes for those impacted by ovarian cancer. There is currently no early detection for this disease and in Australia the five-year survival rate for people affected is just 49%. OCA has experienced significant growth over recent years, and we are determined to continue making a genuine difference through our support and advocacy services. Our goals are ambitious, and we are seeking an experienced and self-driven Philanthropy Manager to join us in achieving them.

### **About the role**

You will be reporting to, and working closely with, the Chief, Fundraising, Marketing & Communications, to nurture and grow the major donors and bequest pipeline, with a key focus on developing and managing relationships with individual donors and identifying and converting new prospects. You will also be responsible for transforming and relaunching the OCA Bequest Program.

This role makes a critical contribution to sustained growth for Ovarian Cancer Australia through revenue generation, making it possible for us to continue growing the services and support programs we offer to those affected by ovarian cancer. You will collaborate closely with our support and advocacy team to ensure you have the information you need to present the ovarian cancer story across your portfolio.

This position is offered at 0.8FTE, with an attractive remuneration package including NFP salary packaging, along with 5 weeks leave per year, the flexibility to divide your time between office and remote working, and access to our Employee Assistance Program.

### **About Ovarian Cancer Australia**

OCA is the leading national body for ovarian cancer in Australia. Our focus is to provide care and support for those affected by ovarian cancer; and represent them by leading change. Our services and programs include a nurse-led helpline, our established and ground-breaking Teal Support Program, psychosocial services, specialist support groups and information resources. Our team work closely with government to advocate for better treatments and research, and our revenue generation and marketing teams collaborate to create and implement effective fundraising strategies.

OCA team members are encouraged to participate in planning and decision-making. A supportive environment, continuous improvement and inclusivity form an important part of our culture. Our people are central to our success, and we're excited to invite you to join us on our journey.

## About You

To succeed in this position, you will bring:

- Relevant tertiary qualifications.
- At least five years working with mid-level to major donors and/or bequests in the for-purpose sector.
- Your demonstrated strong capability in proactively and strategically managing a philanthropy portfolio, overseeing progress and risks, and identifying new avenues to raise funds.
- Experience in creating and managing a pipeline of bequests and working with third parties to grow the income line.
- Demonstrated experience developing, managing and growing large revenue lines.
- Proven ability to competently manage significant stakeholder relationships.
- Advanced interpersonal and communication skills – verbal and written.
- Demonstrated, confident presentation skills.
- CRM experience (Salesforce preferred).
- A positive, collaborative and ‘can do’ approach with the initiative to work both in team and autonomously in a fast-paced environment.
- Commitment to the mission and values of Ovarian Cancer Australia.

A full Position Description for this role can be downloaded from our website. Please paste this link into your browser: <https://www.ovariancancer.net.au/work-with-us>

Telephone enquiries regarding the position may be directed to Shirley Getley – People & Culture Manager, on (03) 9289-9712 or 0417 282 367

**Please include a cover letter with your application addressing the above selection criteria; and a current CV. Applications may be emailed directly to [careers@ovariancancer.net.au](mailto:careers@ovariancancer.net.au).**

Only applicants with full and permanent working rights, and currently residing in Australia, will be considered.

Closing date for applications is COB on

**Friday 5 July 2024.**

We will be shortlisting and interviewing as we receive applications, so if this sounds like your next career move, apply today!