

## **Donor Engagement and Fundraising Manager**

- Maternity leave position – 12 months
- Exciting global leader in medical research, discovery and innovation
- Excellent working culture

### **About Hudson Institute**

Hudson Institute of Medical Research is a leading Australian medical research institute recognised internationally for discovery science and translational research in three key areas: Cancer, Inflammation and Women's & Children's health. By keeping the big picture in mind, we improve the health of our society through innovative preventative approaches, treatments and devices for patients. More than 470 scientists and students work in our world-class laboratories at the Monash Medical Precinct with our partners Monash Health and Monash University. Our integrated research teams include clinicians and nurses who both inform research programs based on patient need and advance these discoveries back to the clinic.

### **About the position**

The Donor Engagement and Fundraising Manager position is ideal for a strategic and hands-on donor engagement and fundraising professional who will contribute to the success of Hudson's fundraising strategy and to help ensure the ongoing sustainability and growth of the Institute. A key responsibility of this role is to grow Hudson's donor, fundraising and philanthropic partnerships through strong and lasting relationships with corporate partners, philanthropic trusts and foundations, and individual donors as you raise funds for a diverse range of purposes benefitting Hudson's research centres.

Reporting to the Head of Fundraising and Communications, the Donor Engagement and Fundraising Manager will be responsible for but not limited to:

- Generating increased revenue from new and existing sources;
- Contributing to organisational growth as a key member of a close-knit Fundraising and Communications team;
- Contribute to the development, implementation and review of Hudson's fundraising strategies and engage with the support of key stakeholders;
- Have strong knowledge in Salesforce and be the key contact and organisation leader for data capture and extraction, including the generation of regular Salesforce insights and reports;
- Set and deliver targets for growth in total fundraising income;
- Research, identify, cultivate and secure new Corporate Partners and individual donors to grow a diverse income stream;
- Be responsible for project management of major projects such as annual fundraising appeals and the day-to-day management of key vendors and suppliers.
- Ensuring all fundraising activities operate within relevant fundraising regulations and are in harmony with the Principles & Standards of Fundraising Practice of Fundraising Institute Australia.

This opportunity is for a maternity leave position for 12 months, so if the above sounds like you and you are well organised, have a high attention to detail with excellent communication skills, then we would love to hear from you.

### **How to apply**

If you feel this role is right for you, please apply by clicking [here](#) and attaching your resume and cover letter.

**Applications will close on Wednesday 24 July at 5pm** or when a suitable candidate is found. Only candidates shortlisted for interview will be contacted.

### **Our Commitment to Diversity, Equity and Inclusion**

Hudson is committed to empowering our people and harnessing their diversity to build inclusive and equitable work environment. We actively encourage applications from, people with a disability, culturally, religiously and linguistically diverse people and people with diverse genders and sexualities. We are committed to creating a culturally safe workplace and offering career development and leadership opportunities to First Nations staff and students. We strongly encourage any Aboriginal and Torres Strait Islander peoples to apply.

Should you require support during the recruitment process due to special needs or consideration, please contact: [hr@hudson.org.au](mailto:hr@hudson.org.au)

**Please note: Visa sponsorship is not available for this position. *This role requires current valid work rights for Australia.***