

PHILANTHROPY MANAGER

- *Make an impact and work toward the promise of 'Healthier Together'*
- *Inspire & grow philanthropic support with a focus on gifts in wills and mid-level donors*
- *Flexible, collaborative & supportive team environment*
- *Box Hill location, Hybrid, Part Time (0.8 FTE), 12-month contract*



Eastern Health is one of Melbourne's largest public health services. They provide a range of emergency, surgical, medical and general healthcare services, including maternity, palliative care, mental health, drug and alcohol, residential care, community health and state-wide specialist services to people and communities that are diverse in culture, age, socio-economic status, population and healthcare needs. Their Promise to their communities, patients, consumers and staff is 'Healthier Together'.

The Eastern Health Foundation's goal is to give their supporters opportunities to be part of a community that is committed to providing patients and their families with the best possible care and outcomes. Some supporters are grateful patients and their families, while others are companies, schools, community groups, trusts and foundations.

In 2023, Eastern Health Foundation received a high commendation in the Fundraising Institute Australia Awards 'Team of the Year' category. This is a great time to join this thriving, high performing, collaborative team!

Reporting to the Head of Philanthropy, you will be responsible for growing the philanthropic income to Eastern Health, with a focus on the management and delivery of the Gifts in Wills and mid-level donor programs. You will develop relationships with internal and external stakeholders to strengthen a culture of philanthropy among staff and community members and increase Gifts in Wills pledges.

As well as the management and delivery of the bequest program, you will support the Head of Philanthropy to grow the major gift portfolio, with a focus on mid-level and long-term donors. You will lead meaningful engagement activities including coordinating and delivering a range of high-quality donor events that cultivate, steward and nurture current and prospective supporters.

About YOU

- You are a professional relationship fundraiser who thrives when building genuine and long-standing relationships with major donors and bequestors.
- Demonstrated experience in gift identification, solicitations, stewarding and/or Gift in Wills program delivery and management.
- Excellent communication skills and the ability to create donor proposals, deliver professional presentations, tell compelling stories and communicate impact.
- You are collaborative and build effective relationships with diverse stakeholder groups.
- Experience working to targets and KPI's, tracking and reporting on activity and results.
- High level computing skills and an understanding of the importance of a donor database.
- Relevant tertiary qualifications in fundraising, public relations, marketing, or project management.
- CFRE (Certified Fund Raising Executive) and FIA membership highly regarded.

Eastern Health offers a variety of fantastic employee benefits, including diverse and engaging career opportunities, a friendly and supportive team, flexible working hours, professional development opportunities and salary packaging options.

APPLY NOW if you are an experienced relationship fundraiser with a track record of success, passionate about the future of healthcare and wish to make a difference in this rewarding industry.

Gembridge is partnering with Eastern Health Foundation.

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



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