



Capital Campaign Director

Foodbank Queensland

Location: Morningside

About Us

At Foodbank, we believe everyone should have access to food. There are Australians going without every day and we are working hard to change that. Foodbank Queensland provides millions of kilograms of food and groceries to more than 300 frontline charities and 300 school breakfast programs each year. Together, we give food and hope to more than 150,000 Queenslanders in need each week.

Foodbank Queensland's Community Impact:

- Every hour, Foodbank Queensland provides **3,000 meals**.
- Each week, Foodbank Queensland supports **150,000 people** in need.
- Each year, Foodbank Queensland rescues **14 million kilograms** of food and provides **26 million meals** to people in need.

Your Role

We are seeking a dynamic and strategic Capital Campaign Director to lead our ambitious Capital Campaign project. Reporting directly to the Chief Executive Officer (CEO), you will spearhead the initiative to establish a Hunger Relief Centre in Brisbane and an additional warehouse in North Queensland. This role is integral to achieving our vision of a hunger-free Queensland.

Key Responsibilities

- Implement the Capital Campaign Blueprint, managing all moves management allocations for qualified, prospective Campaign donors.
- Conduct and manage prospect research on all qualified, prospective Campaign donors. Support the Campaign Chair and Committee in identifying new donors, setting appointments with major gift donors, and coordinating the donation solicitation process.
- Serve as the key point of contact for the Campaign Committee. Provide administrative support, including minute-taking, recording allocations, preparing Campaign Committee agendas, and ensuring the approval of processes and actions across the Campaign.
- Manage and maintain Government relationships in consultation with the CEO.
- Collaborate with the CEO to manage partnerships for developing suitable properties.

About You

You are a seasoned fundraising professional with a proven track record in managing large-scale capital campaigns. Your exceptional leadership and stakeholder management skills, coupled



with your strategic mindset, will drive the success of our Campaign. You are passionate about making a difference and are ready to bring your expertise to our mission-driven organisation.

To be successful in this role, you will need to possess the following skills and experience:

- Philanthropic capital campaign management experience.
- 5+ years prior experience with donor stewardship and major gifts moves management, prospect research and campaign management.
- Fundraising database management experience, Salesforce preferred.
- Ability to produce Board appropriate presentations and papers.
- Ability to lead and manage large and complex projects.
- Ability to effectively engage and influence philanthropic, government and volunteer stakeholders.
- Be comfortable working to strategic targets and goals.
- Excellent problem-solving and decision-making skills and sound judgment.
- Excellent interpersonal skills and the ability to lead and manage others.
- Must maintain utmost discretion with regard to donor confidentiality and privacy.
- Some travel and night and weekend work may be required to accommodate prospective donor schedules and attend campaigns specific networking events.
- An understanding of the NFP sector and the ability to undertake activities in line with the organisation's values.

What do we offer?

- An opportunity to lead a transformative campaign with a significant social impact.
- A collaborative and supportive work environment with a team of dedicated fundraising and marketing professionals.
- Competitive salary and NFP salary packaging benefits.
- Be a part of a purpose driven organisation where the work you do really does have an impact on the lives of many families living in Queensland.

How to apply?

Please submit applications via SEEK at www.seek.com.au/job/76998065.

Job applications will be reviewed as they are submitted. If you are interested in this opportunity, please submit your CV as well as a Cover Letter addressing the key role requirements listed as soon as possible.