



Are you passionate about building relationships that have a big impact in improving outcomes for the 53 Australian's diagnosed with a blood cancer each day?

The Leukaemia Foundation is seeking an exceptional relationship manager with experience and passion for the not-for-profit sector to join our team as a **Community Fundraising and Growth Specialist**. A role, where no two days look the same!

**We have three positions available in different territories across Australia:**

- **Regional NSW and ACT** (office in Artarmon)
- **Metropolitan QLD** (office in Brisbane – Fortitude Valley)
- **SATAS** (office in Adelaide CBD)

You will play a crucial role in acquiring, building loyalty, and delivering an exceptional experience with key community fundraisers. In this role you will proactively boost engagement, brand awareness and revenue growth within your assigned territory. You will have an opportunity to work across a number of exciting fundraising campaigns and products – including the iconic World's Greatest Shave.

You will find joy and job satisfaction through engaging with a diverse community passionate about making a difference in the lives of people living with blood cancer.

If you are passionate about fostering more engaged relationships with community supporters, delivering a remarkable supporter experience to increase the impact of your territory - then this role is for you.

**You will have the opportunity to**

- Create a plan for the evolution and growth of your assigned territory to amplify the Leukaemia Foundation's efforts and drive year-on-year growth and engagement
- Deliver an exciting and professional stewardship experience with a particular focus on high value community fundraisers, while supporting a diverse audience
- Build a pipeline of community partnerships and fundraisers across your assigned territory
- Actively prospect, convert and manage relationships with key community groups and
- Attend third party events to represent the Leukaemia Foundation
- Prepare plans, proposals, and presentations

**Does this sound like you?**

- 2+ years' experience in a relationship management role and experience in the not-for-profit sector
- Knowledge and experience in relationship-based fundraising and peer to peer fundraising campaigns

- Demonstrated experience in business development and account management to prospect, activate and retain new and existing relationships
- Someone who can build rapport, is self-motivated, enthusiastic and goal oriented would thrive in this role
- Independent self-starter with the ability to also work collaboratively as part of a wider team
- Proven experience in meeting-KPIs based on financial growth, retention and building community
- Excellent verbal and written communication skills, with the ability to present and captivate diverse audiences
- Ability to undertake regular overnight travel, and at times, work flexible hours. This may include attending events and meetings with key stakeholders in the evenings and on weekends
- Unrestricted Australian driver's licence and access to a reliable vehicle

### **What you will be proud of**

Being part of an organisation that is not only on the path to help cure and conquer every blood cancer (including Leukaemia, Lymphoma and Myeloma) but is committed in ensuring 100% access to the right information, the best treatments, the latest trials, tests and diagnostic tools; and the best supportive care to help people not just to survive - but also to live well. We are committed to building an inclusive and diverse workforce that continues to reflect the community we support. We strongly encourage people from all cultural and linguistically diverse backgrounds to apply, including Aboriginal and Torres Strait Islander people. If you have a disability or special need that requires accommodation, please let us know.

### **What we offer**

- A collaborative, innovative and supportive team culture
- Ongoing training and development
- Generous salary packaging up to \$15,900 and an entertainment card
- Paid parental leave
- Support for workplace wellness, including access to our Employee Assistance Program (EAP)

### **CLOSING DATE FOR APPLICATIONS: Friday 9<sup>th</sup> August**

If you are interested in this exciting role, please apply by emailing [recruitment@leukaemia.org.au](mailto:recruitment@leukaemia.org.au) with a one-page cover letter and your CV. **Please indicate clearly which territory you are applying for in your application.**

If you would like to find out more about this career opportunity prior to applying, or to view a copy of the position description, please contact the Recruitment team [recruitment@leukaemia.org.au](mailto:recruitment@leukaemia.org.au)

The successful applicant will be required to undergo reference, police, COVID-19 Vaccination and VEVO checks as part of the selection process.

We will be shortlisting and interviewing as we receive applications and may appoint the right candidate ahead of the closing date.