

The Opportunity to join our Team and make a difference

Anglicare Southern Queensland are currently hiring for a Relationship Manager to drive the acquisition, engagement, management and retention of our Corporate and Major Gift donors, in order to cultivate substantial philanthropic gifts that support our upcoming Capital Campaign and ambitious fundraising and financial goals.

This role will develop long-term relationships with philanthropic partners/donors via the cultivation and stewardship of existing Corporate supporters and Major Gift donors, as well as identifying new prospective donors and revenue opportunities.

The position will support the Head of Fundraising and the Executive Leadership Team to deliver programs and achieve financial targets in the Corporate and Major Giving programs, as well as contributing to Capital Campaign and Workplace Giving income streams as appropriate.

Your role in supporting Anglicare will include:

- Support the Head of Fundraising in the development and implementation of the 3-5 year Corporate and Major Giving fundraising strategies for Anglicare Southern Queensland.
- Collaborate with the Head of Fundraising and Executive Leadership Team on revenue opportunities identified for the Capital Campaign program
- Audit and evaluate existing Corporate and Major Giving fundraising programs and develop new initiatives in order to sustain and grow revenue streams
- Advocate philanthropic opportunities across Anglicare meetings, activities and events
- Identify and secure new Corporate and Major Gift donors for Anglicare Southern Queensland, as well as Workplace Giving donors and in-kind donations where appropriate
- Assist in the creation of Corporate, Major Donor and Capital Campaign program promotional collateral and coordinate the distribution to prospective donors as appropriate
- Implement a detailed fundraising plan for all campaigns, including budgets for all Corporate and Major Giving philanthropic initiatives and promote, report and analyse outcomes
- Manage all program administration, Diocesan liaison and paperwork required to ensure the timely realisation of all philanthropic donations
- Ensure continuous improvement through regular research and keep abreast of industry trends, standards, practices, benchmarking and competitors
- Develop philanthropic, corporate and staff networks, demonstrating a strategic approach to partnerships and relationship moves management

What you will bring to the role

- Current National Police Certificate (or ability to attain)
- Current Blue Card (Working with Children) (or ability to attain)
- Current Queensland Driver Licence and willingness to travel within the service region
- Degree in Business, Fundraising, Philanthropy or a related field
- A minimum of five years' experience in Business Development or Fundraising preferably within Corporate Partnerships or Major Gift programs
- Demonstrated ability in developing and leveraging relationships with Corporates and/or Major Gift donors to acquire income
- Proven track record in driving and achieving fundraising/financial targets
- Advanced prospect research, writing, presenting and communication skills with excellent attention to detail
- Excellent organisation and time management skills with an ability to manage competing priorities
- Experience in database input including campaign reporting (Raisers Edge desired but not essential)

Interested?

Apply via our careers site or posting on Seek.

For further information please contact

Daniel Walsh - Corporate Recruitment Advisor

Phone: **07 3838 7669**

Email: **dwalsh@anglicaresq.org.au**

Why Join Anglicare?

- Join a respected Not For Profit and make a real impact in your role to assist Queenslanders in need.
- Great flexibility, work-life balance, flexible hours and hybrid work from home (WFH) model.
- 11.5% Super.
- Salary Packaging - get up to \$15,900 of your salary tax free to pay for items such as Rent, Mortgage, Credit Cards, Utilities, School Tuition and more.
- In addition to your tax-free benefit, you can also use up to \$2,650 of your pre-tax income to pay for entertainment expenses (meals, venue hire, holiday accommodation etc.)
- Enjoy the potential tax savings of a Novated Car Lease.
- Employee Discounts at some of Australia's leading retailers.
- 6% Bupa Health Insurance Discount.

- Referral App - Earn real \$\$\$ for sharing jobs to your network and potentially earn up to \$300 per referred successful starter.
- Career Opportunities - join a company who aim to promote from within to fill new roles with our internal-only Job Board.
- Opportunities to purchase additional annual leave.
- Pastoral Care Support & Employee Assistance Programs.
- Free annual Flu vaccinations.

Anglicare Southern Queensland is committed to the health and safety of our workforce. Shortlisted Applicants will be asked to complete a Pre-Employment Assessments that requests the sharing of information regarding pre-existing injuries, illnesses or conditions that could reasonably be aggravated by performing the duties of this position.

Anglicare is committed to building an inclusive and diverse workforce and encourages applications from Aboriginal and Torres Strait Islander people, those from cultural and linguistically diverse backgrounds, LGBTIQ+ communities, people with disabilities and people with a lived experience of mental ill health. We promote a child-safe environment and are committed to providing on-going care and protection.