

# Director of Philanthropy & External Relations

- *Join a dynamic, friendly & growing team*
- *Grow philanthropy, advocacy & brand*
- *Iconic animal welfare charity*
- *Full time position, North Melbourne*



The Lost Dogs' Home is one of Australia's most iconic animal welfare charities, caring for over 18,000 lost and abandoned dogs and cats each year. Their vision is to give animals the best chance of a happy and healthy life. Their purpose is to care for lost dogs, cats and other companion animals. The Lost Dogs' Home reunites lost pets with their families, finds new homes for others, and always seeks the best possible outcomes for all animals that come into their care.

Reporting to the CEO, the **Director of Philanthropy & External Relations** is responsible for developing and implementing strategies to grow the philanthropic supporter base across the donor life cycle, including ad-hoc and regular donations, major gifts and gifts in wills. This senior leadership role will also oversee external communications, public relations and advocacy programs, ensuring that The Lost Dogs' Home maintains a positive public image. The role will oversee marketing and branding activities with a view to growing brand recognition in the community.

This role will set and achieve an ambitious strategy and targets for each income generation stream. You will provide strategic leadership for communications, marketing, media, advocacy and public relations functions, ensuring consistent and engaging messaging across media channels. You will build on The Lost Dogs' Home's reputation as an animal welfare leader as well as respond to media requests and prepare ad-hoc communication pieces. This role will regularly review systems, processes and technology to ensure they fit the goal of achieving revenue goals, plus lead the implementation of fundraising software updates. Your leadership will motivate and engage team members while also celebrating successes, mentoring and coaching, and conducting performance reviews as you lead by example towards achieving exceptional results.

#### ABOUT YOU:

- Advanced knowledge of best practice fundraising and experience across the spectrum of income generation activities,
- Exceptional written and verbal communication skills, including tailored, persuasive and compelling storytelling,
- Previous experience leading advocacy programs with a view to driving long term policy change and/or community sentiment,
- Demonstrated success overseeing a gifts-in-wills program and achieving ambitious fundraising targets,
- Proven experience as part of an Executive Team and working with and reporting to Boards,
- Experience working with government and industry stakeholders at a senior level, plus well-developed negotiation skills,
- Proven leadership skills, including leading a team of professionals through change and in achieving performance targets,
- Advanced analytical, problem-solving and research skills, able to report on complex documents and policies,
- Extensive project management experience, highly organised, adaptable and able to prioritise multiple projects and tight deadlines,
- Strong commercial acumen and complex reasoning, plus ability to make decisions based on evidence,
- Relevant tertiary qualifications in Public Relations, Media, Marketing and Communications or equivalent experience,
- Genuine interest in animal welfare and able to use your passion for animals to inspire support.

*The Lost Dogs' Home is an equal opportunity employer committed to providing a working environment that embraces and values diversity and inclusion. Working at The Lost Dogs' Home offers great career development opportunities and the opportunity to gain skills in all areas of fundraising and the animal welfare sector, plus the chance to work in a collaborative and supportive environment.*

**APPLY NOW** if you are a senior leader ready to grow philanthropy, marketing and brand while inspiring supporters and animal lovers to deepen their support of the Home and its meaningful work.



Gembridge  
Finding & Connecting  
Gems & People

*Gembridge is proud to partner with The Lost Dogs' Home.*

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

[www.gembridge.com.au](http://www.gembridge.com.au)