



Recruitment – Job advertisement

## Fundraising Manager – Major Giving

Médecins Sans Frontières/Doctors Without Borders (MSF) is an international, independent, medical humanitarian organisation that delivers emergency aid to people affected by conflict, epidemics, disasters or exclusion from healthcare. MSF's actions are guided by medical ethics and the principles of impartiality, independence, and neutrality.

### Benefits of working with MSF

- Flexible & hybrid working arrangements
- Meditation classes
- Employee Assistance Program
- Salary packaging plus benefits & allowances
- Annual salary review
- Annual personal training budget & LinkedIn learning licence
- Amazing culture & career development opportunities
- Additional leave & purchased leave options
- Monthly afternoons off!
- Plus more!!

### Responsibilities of your role

Reporting to the Senior Fundraising Manager – Philanthropy this key role leads the delivery of fundraising revenue from high-capacity donors, trusts and foundations. You will inspire and grow the capability of your team, while developing unique offerings to cultivate new and steward an established portfolio of amazing donors across Australia and New Zealand.

Your delivery of high touch and personal relationship focused fundraising activities will champion a journey of change within the major giving Philanthropy team and contribute to the achievement of ambitious revenue goals.

In collaboration with the Fundraising Leadership team, you will contribute to the development of strategy and management of budgets within major giving and partner with the broader organisation to ensure the effective and compliant delivery of fundraising initiatives.

### What you will bring

As a donor facing fundraiser, you will have a natural talent for engaging and influencing. You'll enjoy building a feeling of connection between donors and the impact of their gifts, and have a hunger for chasing fundraising targets. Ideally you will be motivated by being part of a humanitarian aid organisation, and can demonstrate:

- Extensive experience and understanding of high touch and relationship fundraising, with a proven record of success in attaining high net worth donors.
- Knowledge of fundraising principles and the data analysis required to ensure ROI and chase growth.



## Recruitment – Job advertisement

- Demonstrated ability to lead, manage and develop a team.
- Excellent analytical and critical thinking skills, with the ability to utilise insights to inform decision making.
- Strong communication and interpersonal skills, with the ability to articulate complex ideas in a clear and concise manner.
- Knowledge of fundraising regulations and ethical practices.

## Applications

To apply, send your resume and cover letter to [MSFAOfficeRecruitment@sydney.msf.org](mailto:MSFAOfficeRecruitment@sydney.msf.org)

Applications will be reviewed on receipt.

For more information, see the Job Description on the MSFA website [www.msf.org.au](http://www.msf.org.au) or contact the MSFA Talent Acquisition team with any questions [MSFAOfficeRecruitment@sydney.msf.org](mailto:MSFAOfficeRecruitment@sydney.msf.org)

At MSF Australia, we believe the following five values form the foundations of our culture – Transparency, Respect, Understanding of Diversity, Stepping In and CollaboraTion.

We value T.R.U.S.T as an essential element to how we operate and believe that these organisation values flow from this trust that we build.

MSF Australia is committed to developing diversity, equity and inclusion in our workplace and fostering a culture of belonging for all our staff. We believe that a diverse workforce helps us better achieve our social mission of providing aid without agenda. We strongly encourage First Nations peoples, people from LGBTQIA+ communities, people from diverse cultures and language groups, and people who live with a disability to apply. We invite all requests for a reasonable adjustment to the recruitment process if this will support your application. For more information, please call or email MSFA Human Resources on +61 2 8570 2609 [MSFAOfficeRecruitment@sydney.msf.org](mailto:MSFAOfficeRecruitment@sydney.msf.org)

MSF Australia has a Child Protection Policy and COVID-19 vaccination policy in place, all employees are required to comply with these policies.

In support of the Child Protection Policy, a criminal background check will be required during the recruitment process for selected candidates. A criminal record will not automatically preclude anyone from the position they have been selected for.