



Job advertisement

Philanthropy Manager – Mid-Value Donor Programs

Who are MSF?

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 MSFA

- Flexible & hybrid working arrangements
- Meditation classes
- Salary packaging plus benefits & allowances
- Annual salary review
- Personal training budget & LinkedIn learning licence
- Amazing culture & career development opportunities
- An organisation with a strong culture of philanthropy
- Employee Assistance Program
- Additional leave & purchased leave options
- Monthly afternoons off!
- Plus so much more!!

Responsibilities of your role

In partnership with the Senior Fundraising Manager – Philanthropy this highly visible role will join the revered MSF Australia fundraising department to develop and implement a comprehensive program of compelling and unique products, experiences, and offerings for donors across Australia and New Zealand. Accountabilities will include contributing to the design and execution of strategy, budgets, and annual plans to ensure sustainable year on year income growth from our mid value donors.

Develop creative and innovative strategies for accessing new prospective mid value donors and manage a portfolio utilising cross channel fundraising and stewardship activities including both personal and mass cultivation techniques to ensure long term engagement, to foster retention, and yield upgrade opportunities. Provide clear reporting and planning on your portfolio of donors as they progress through a gift pipeline.

Working closely with the Philanthropy, Appeals, Digital and Gift in Wills teams, and more broadly with Business Operations you will create effective donor journeys and products that also drives the identification of prospective major donors, regular givers and gifts in wills supporters.



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What you will bring

As an established fundraising professional in the philanthropic space, you will be known for your ability to elicit funding and build a feeling of connection between donors and the impact of their gift. You will enjoy project management and will be motivated by working in a collaborative team. Ideally you can demonstrate:

- Proven experience developing and implementing successful philanthropic and direct marketing fundraising programs.
- Exceptional knowledge of mid value donor strategies and best practices
- Experience using data to inform decisions and strategic outcomes.
- Knowledge with budgeting and forecasting.
- Excellent time management skills and handling multiple deadlines under pressure.
- Ability to align MSF goals with the donors to obtain a mutually agreed outcome.
- Engaging communication and social skills, with the ability to articulate complex information in an empathetic manner.
- Availability to travel as required.

Applications

To apply, send your resume and cover letter to 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 or contact the MSFA Talent Acquisition team with any questions 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

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.