



**ST JOHN OF GOD**  
Health Care

# trusts & foundations manager

- **Join a compassionate organisation delivering high-quality health care services**
- **Secure funding from trusts, foundations, PAFS, government & corporates**
- **Hybrid | 2-year contract | Melbourne based with intra & interstate travel**

## The Organisation

St John of God Health Care (SJGHC) is a leading provider of high-quality health and community services across Australia and New Zealand. Established in Western Australia more than 30 years ago with a vision to provide healing, hope and a greater sense of dignity, particularly to those most in need.

SJGHC employs over 17,000 staff and its values of hospitality, compassion, respect, justice and excellence is enabled by the generosity of supporters to develop new services and social outreach to those experiencing disadvantage. St John of God Foundation supports the work of SJGHC, raising significant support to meet the healthcare needs of the community and deliver exceptional care.

## Benefits

- Competitive salary and packaging
- Ongoing training and development opportunities
- Hybrid working environment – work from home & multiple office locations
- Supportive environment promoting professional growth and personal well-being, and access to a free Employee Assistance Program (EAP)
- Employee discounts on SJGHC hospital and medical services, private health insurance and lifestyle, health and wellbeing rewards

## The Role

As the Trusts & Foundations Manager, you will be a key player in the foundation's strategy to increase revenue through securing significant philanthropic gifts. In this newly created role, you will develop and maintain relationships with philanthropic organisations, prepare and submit compelling funding applications, and manage donor experiences to ensure high-quality stewardship.

You will also be responsible for:

- Identifying new opportunities for funding and inspire support from grants, trusts and foundations
- Developing donor cultivation and management plans for new and existing funders
- Producing regular performance reports and the acquittal of grants
- Promoting a culture of philanthropy among hospital and service leaders

## Skills Required

You are experienced in fundraising, developing and maintaining either philanthropic or commercial relationships with stakeholders and motivating potential donors or clients. You have a proven track record in securing support, have exceptional presentation and communication skills, along with the ability to think strategically, and negotiate positive outcomes.

Your experience will also include;

- Developing and identifying new relationships and opportunities
- Monitoring of prospects, including acknowledgement, recognition and retention
- Implementing successful income raising strategies for the sustainability of programs
- Engaging and influencing senior stakeholders

*Please note, this role requires intrastate (across Victoria) and interstate travel.*

**If you are a motivated and experienced fundraising professional with a strong mission to support those in need, we would love to hear from you! To apply, [click here](#) to submit your resume and cover letter addressing the skills required. Alternatively, please call Kelly Gentle on 02 8243 0570 with any questions**

