

DEVELOPMENT MANAGER

- National Not For Profit Foundation
- Sydney CBD Based
- Step up and make your mark

This is your opportunity to join a growing and dynamic national health related not for profit foundation that is committed to saving lives. In this newly created role, you will develop, deliver and manage the Foundation's major donor program in NSW in order to maximize income through the provision of financial and in-kind support from major donors, trust and foundations and corporate philanthropy. You will also represent the Foundation in NSW at designated functions and meetings.

With access to an existing national donor database of over 200,000 individuals, you will work with the National Major Donor Manager, and Director of Income Development (both Melbourne based) to access significant new funding streams. You will develop high value and major donor relationships, negotiate and secure sustainable and innovative business partnerships and devise and pursue a variety of dynamic marketing-led approaches to potential business partners with a focus on securing relationships of substance and high financial yield.

With previous experience in managing a major donor program and a demonstrated ability to deliver bottom line results and meet targets, you are comfortable making high level approaches, and have a proven track record in relationship building and management with high net worth individuals and decision makers of corporations.

You are a self starter, with a strong understanding of cause-related marketing and the ability to work autonomously to achieve results. You have superior presentation, negotiation and networking skills and the ability to exercise initiative with discretion and judgment, and apply risk management controls as needed. Knowledge of, or familiarity with, the health sector and disease specific causes and membership of the Fundraising Institute of Australia will be highly regarded.

To secure your future in a role with exciting scope, potential and opportunity to make a real difference, in an organisation that supports, encourages and values your contribution, simply forward your resume now to jobs@shavehr.com.au.

Specific questions can be directed to Mark Dalton, toll free on 1800 658 678.

