

FUNDRAISING MANAGER

Somewhere in Queensland today a person with arthritis or osteoporosis is calling for help. And because of the generosity of our donors, supporters and partners, a caring voice answers.

Many times each and every day, because of these generous people, Arthritis Queensland (AQ) makes a difference in the lives of people living with the often crippling affects of arthritis and osteoporosis. The continued support of our donors means so much to thousands of children and adults (and their families) right across Queensland, bringing much needed comfort, hope and guidance.

Arthritis and osteoporosis are currently incurable and can have devastating effects. Osteoporosis is largely preventable. Contrary to popular opinion, these conditions are not age-discriminating. Kids get arthritis too! No matter what age, severe forms can make everyday living an unending challenge.

It's a great cause, and we need your help to support more people.

You will generate much needed funds for support and prevention programs and research. Your successful approach to fundraising will assist in continuing and growing the services for people who are affected by arthritis and osteoporosis right across the state.

Your capacity for strategic thinking enables you to develop highly successful fundraising programs and campaigns and your organisational skills allow you to deliver on these. Don't miss this unique opportunity to drive fundraising growth in this challenging, hands on role!

Essential

- Minimum 3-5 years experience as a senior professional fundraiser
- Tertiary qualifications in business/marketing/communications/PR, or similar
- Highly regarded for your interpersonal style, you have effective networking and stakeholder management skills

Competencies (knowledge and skills)

1. Demonstrated experience in a senior fundraising capacity to lead and grow our fundraising function. You know fundraising intimately – especially direct marketing
2. Demonstrated capacity to lead a team, develop good systems, critically analyse and maximize the benefit of fundraising activities
3. Demonstrated experience in donor relationship development and growth strategies through tactics such as direct mail, regular giving, bequest and major gift programs
4. Experience in managing a fundraising database to effectively deliver data to inform decisions (assess and segment our donor database)
5. A high level of initiative and demonstrated commitment to continuous improvement
6. An ability to focus on outcomes, thus, you are able to actively contribute to the development and drive the achievement of, organisational and functional business plans and budget
7. Established high value networks or the demonstrated ability to engage high value stakeholders and sponsors
8. Demonstrated ability to work collaboratively within a small business environment including the engagement of volunteers
9. Intermediate level Microsoft Office Suite skills
10. And some marketing skill/experience wouldn't go astray!

If this is you, please come and meet me. Apply today, sending through your resume and a letter telling me why this is you. Or you can call me for a confidential discussion. Applications close 11 August, 2010.

Melissa Pryor, CEO
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