

ROLE PURPOSE: Global Philanthropy Campaign Manager



Our Vision

We see a world in which no person is needlessly blind or vision impaired.



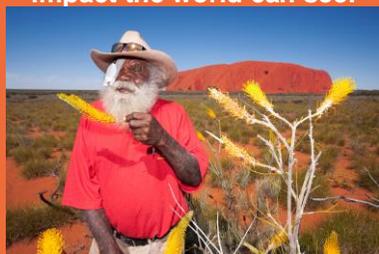
Our Purpose

We are determined to deliver Fred Hollows' vision of preventing blindness and restoring sight.

We work around the world so that no one is left behind, and in Australia we work tirelessly to ensure that Aboriginal and Torres Strait Islander people can exercise their right to sight, good health and self-determination.

Our priority is to work with communities to improve their own eye health. We do this through life-changing surgeries and treatments, training doctors and health workers, generating new ideas, and pushing for change at all levels – from local to global.

At The Fred Hollows Foundation, you will make an impact the world can see!



How we value your contribution:

Remuneration package

We aim to provide an overall remuneration package that is attractive and fair. Our global remuneration framework ensures we align to local pay, employment conditions and laws, and we benchmark against the local market to ensure we offer competitive employment conditions that are appropriate to our sector.

Salary packaging

We qualify as a health promotion charity so the Australian Taxation Office (ATO) allows us to reimburse you for personal expenses without having to pay any income or fringe benefits tax that would normally be payable. These tax concessions are in addition to the income Tax Free Threshold.

Leave

You will have access to 20 days of paid annual leave each year (pro-rated for part-time employees) and receive 17.5% leave loading when you take annual leave. You will also receive 5 days paid leave between the Christmas and New Year period and other types of leave such as personal (sick or carers') leave, paid parental leave, long service leave and compassionate leave. In addition, we provide culturally significant leave for employees with commitments under Indigenous and other cultural customs, traditional laws or religions.

Paid parental leave

We provide 14 weeks paid parental leave for primary carers at full pay and 4 weeks paid parental leave for non-primary carers. In addition, upon receipt of notification from the Family Assistance Office, primary carers may access 18 weeks paid parental leave at the statutory rate.

Performance & development

Our performance and development framework enables you to work closely with your manager to plan, manage, and review your performance throughout the year. This approach also enables you to discuss development opportunities and areas for growth.

Learning & development

Our approach to learning and development will enable you to have the information, skills and knowledge needed to do your job, with targeted opportunities identified for our Aboriginal and/or Torres Strait Islander people as required. We build the capacity of our people and support you with on-the-job experience, coaching and formal learning.

Leadership

Leadership is a key priority for us. We have customized leadership programs for leaders at all levels that are focused on supporting our people to be inspired, empowered and to make an impact in their work so that together we can achieve our vision.

Study support

We are proud that so many of our people are tertiary educated and we are committed to supporting tertiary education that is relevant to your work through our global study assistance program, which includes financial support and study days. We actively encourage our Aboriginal and/or Torres Strait Islander employees to apply for study support.

Recognition

Our recognition program has been designed to recognize and acknowledge our people who live our values of Integrity, Collaboration, Empowerment and Action, in everyday activities. We recognize our people in three ways: Peer-to-peer, manager recognition, as well as length of service.

Flexible work arrangement

You will have access to flexible work arrangements. We encourage a spirit of mutual flexibility, enabling discussions between you and your manager about maintaining work-life balance.

Equal Opportunity, Anti-Discrimination and Reasonable Accommodation for Persons with a Disability

We provide equal opportunity in employment to people without discrimination based on personal characteristics, which includes: age, breastfeeding, disability, employment activity, gender identity, marital status, physical features, pregnancy, race etc. Reasonable accommodation can be made to allow persons with disabilities to work safely and productively.

Health & safety

We are committed to supporting your health, safety and wellbeing. We have worker Health & Safety Representatives in each of our offices to help make your workplace safe.

Employee Assistance Program

You and your family will have access to free professional and confidential external counselling assistance if you need help with personal, family or employment related matters.

To work in the Foundation, you will:

- Be eligible to work in Australia and other regions where you will be based
- Undergo background check including criminal records and qualifications check
- Undergo working with children check for positions that are identified as working with children
- Be prepared to share evidence of full vaccination against COVID 19



Role purpose defines the broad accountabilities of the positions, which may change based on organisational need.

Please refer to divisional, team and individual work plans for more specific details

ROLE PURPOSE

Role Title: Global Philanthropy Campaign Manager

Division: Philanthropy and Government Relations

Location: Sydney/Melbourne

Date: January 2023

Employment type: Full time, Permanent role

Reports to: Chief Philanthropy Officer and Director Gov Relations

Number of direct reports: n/a

Leadership Band: Leads Self

Purpose of the role:

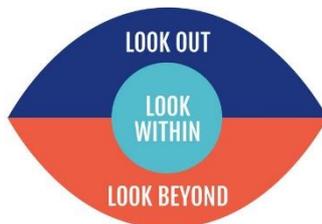
Global Comprehensive Campaign Lead will have responsibility for leading the delivery of a multi-year transformational global philanthropic campaign through to its next phase of success. Working with the Chief Philanthropy Officer/Campaign Director, specialist consultants, The Foundation's Board and executive leadership, our international based market leads, HNWI's and UHNWIs you will build on 18 months of planning, preparation and market research to lead the Foundation's efforts to develop and implement cultivation and stewardship strategies for your portfolio. Matching each donor's passions with our market tested transformational work, you will use your proven communication skills to prepare and present impact reports, communicate and action moves management journeys and overall, provide exemplar stewardship.

This is a special opportunity to be part of a major global initiative inside one of the world's most respected development agencies. With your support we aim to achieve impact at scale to help transform the lives of millions of people in need over the next decade as a result of this ground-breaking campaign.

The Global Comprehensive Campaign lead will own the outcomes of:

- Successfully managing donor relationships at all stages of the continuum and leading the delivery of the Foundation's comprehensive campaign together with the Campaign Director
- Contributing to development of cases for support to address market needs and donor segments.
- Contributing to regular internal reports to track success, challenges and overall progress towards the philanthropy program goals
- Project managing the campaign efficiently and effectively to meet campaign targets
- Working in partnership with the FHF Market leads to achieve the key milestones of the campaign, bring it to life across the world and achieve expected outcomes.

Our Capabilities:



As a member of The Foundation Family, you will:

1. Live by the values of The Foundation and support The Foundation's culture, performance, and brand.
2. Adhere to all The Foundation's policies and procedures.
3. Strengthen the health, safety, and well-being of all/look out for the well-being.
4. Lead, collaborate and contribute in all interactions.

Essential Experience:

- Proven experience in major gifts and philanthropy programs including leading transformational gift campaigns.
- Experience working with financial intermediaries, family offices, wealth managers, HNWIs and UHNWIs to facilitate multi-million-dollar investments/donations Significant experience in crafting meaningful donor journeys with the ability to lead major projects to a successful result
- Strong project management and problem-solving skills and ability to prioritise competing deadlines
- Proven experience across the systems, processes, code of ethics and operations that underpin best practice fundraising
- Extensive practical experience with best practice fundraising strategies and systems in a humanitarian setting.
- Strategic acumen to engage with complex donors
- Experience working across at least multiple markets including Australia, the USA, the UK, Middle East and East Asia.

Skills:

- Excellent interpersonal skills with a proven record of building successful relationships with HNWI and UHNWI donors and a diverse range of other internal and external stakeholders
- Ability to listen, engage, negotiate, and influence across a broad range of diverse stakeholders, including experience working with Boards, CEOs and leadership teams.

Desirable Experience:

- CFRE – Certified Fundraising Professional Executive credential highly regarded.
- Proficient use of Microsoft Office applications, Raiser's Edge (RE NXT) and other databases
- CFRE – Certified Fundraising or any other Professional Executive credential.

- Ability to connect the hearts and minds of donors on scale through compelling storytelling and case studies, together with evidence, research, data, and impact
- Ability to independently communicate effectively with sophisticated philanthropists and build authentic, trusting relationships, whilst maintaining strict confidence of relevant donor information and cultural appropriate engagement at all times
- Financial literacy and budget management.
- Attention to detail, process driven, outcomes focused.
- Ability to work in a fast paced environment

- Varied acquisition, stewardship and donor journey experience across various markets such as Asia and the Middle East
- Knowledge of global philanthropic giving trends and experience applying this to successful fundraising initiatives.

Qualifications:

Relevant tertiary qualifications in marketing, communications, fundraising or a related field

Travel:

Domestic and international (as required)

The position involves:

This position is recognised as having “Contact with Children” either direct or indirect

This position does not involve “Working with Children” either direct or indirect.

This position does involve working with beneficiaries, donors and/or partners

Additional Responsibility:

Ensure that the work for which they are responsible is carried out in ways, which safeguard the health and safety of workers.