**ROLE PURPOSE**

**Role Title:** National Philanthropy Manager (Australia)  
**Division:** Public Affairs  
**Location:** Australia  
**Date:** August 2023

**Employment type:** Full time, Permanent  
**Reports to:** Head of Global Strategic Philanthropy  
**Number of direct reports:** 3  
**Leadership Band:** Leads others

**Purpose of the role:**

The Fred Hollows Foundation is an award-winning International NGO working to end avoidable blindness in 25 countries around the world. The Foundation actively fundraises across five regions: Australia, Asia, Europe, North America and the Middle East with in-country teams delivering localised fundraising strategies in support of our global ambitions.

Today 1.1 billion people around the world are needlessly blind. If we do nothing, the next 30 years will see vision loss nearly double. To address this, The Fred Hollows Foundation is embarking on an ambitious and sector leading global fundraising Campaign, unlocking significant new resources to make a truly catalytic change in the battle against avoidable blindness around the world. Australian donors have generously supported The Foundation for over 30 years helping it grow from a small start-up to the global organisation it is today. The Foundation’s reputation in Australia and the loyalty of its Australian donor base makes Australia an integral region for fundraising for the Campaign.

The National Philanthropy Manager is responsible for setting the goals and strategic direction of the National Philanthropy team in Australia in order to deliver significant philanthropic income to The Foundation globally. Reporting to the Head of Global Strategic Philanthropy, the National Philanthropy Manager will lead a high performing team and oversee the growth of the philanthropic income channel through best practice acquisition, stewardship and campaign strategies.

The National Philanthropy Manager will own the outcomes of:

1. **Strategy:** Design and develop a major donor strategy for Australia to grow The Foundation’s revenue. Work closely with the Head of Global Strategic Philanthropy, Global Market Leads and Head of Global Comprehensive Campaign to ensure the Philanthropy team are aligned with global strategy.
2. **Prospect development:** Develop and execute programs/activities to identify, cultivate, solicit and steward donors at the $500,000 level or higher. Cultivate relationships with individual donors personally and create customised solicitation strategies, matching the objectives of the organisation and interests of the prospective donors.
3. **Campaign success:** Work with the GCC team to develop and localise the case for support and fundraising methodology in order to maximise giving from Australia and solicit leadership gifts for the Campaign.
4. **Fundraising operations:** In consultation with the State Philanthropy Managers, develop a donor matrix and acquisition plan that reflects future growth and potential within this area. Work with key stakeholders across the organisation to manage peer-to-peer giving. This includes Board members, CEO, Advisory Group and Executive Group.
5. **Donor stewardship:** Work with Global Stewardship Manager to develop best practice donor engagement, retention and recognition strategies.
6. **Donor journeys:** Engage with Bequests and Mid Value teams to ensure donor moves management is seamless and integrated across all channels.
7. **Team management:** Coach, mentor and develop direct reports in order to achieve both financial and non-financial outcomes.
8. Other responsibilities as determined by your manager.

**Our Capabilities:**

- Look out
- Look within
- Look beyond

**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.

**Essential Experience:**

- Minimum seven years fundraising experience.
- Strong understanding of the philanthropic landscape in Australia and associated trends.
- Ability to lead and build strong relationships with peers and other stakeholders.
- Experience in asking for and closing gifts of seven figures or more.
- Experience working with cross-functional teams.
- Experience in moves management of donors – from lead generation through to gift conversion.
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.

Skills:
- Excellent written and verbal communication skills, including persuasion and negotiating abilities, effective listening, diplomacy and tact.
- Excellent interpersonal skills with the ability to manage a wide variety of diverse relationships utilising a collaborative approach to communication.
- Innovative, analytical and strategic minded, with project management skills.
- Ability to lead through times of change and be flexible in the face of changing priorities.
- Strong time management skills, ability to multi-task and meet deadlines.
- High level of computer literacy and the ability to analyse and interpret data to drive strategy.
- A flexible and adaptable work style, with the ability to manage competing priorities and respond quickly to opportunities.
- A strong desire to work for The Fred Hollows Foundation and alignment with our vision and guiding principles.

Desirable Experience:
- Experience working in the not for profit sector within a leadership position.
- Knowledge and understanding of international development sector.
- Knowledge of converting complex program language into clear proposals.

Qualifications:
Tertiary degree qualifications in relevant field or similar work experience

Travel:
Domestic travel 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.