

# ROLE PURPOSE

**Role Title:** Transformational Gift Manager (Global)

**Division:** Philanthropy and Government Relations

**Location:** Australia

**Date:** Sept 2023

**Employment type:** Full Time, Permanent

**Reports to:** Head of Global Comprehensive Campaign

**Number of direct reports:** 0

**Leadership Band:** Leads Others

## Purpose of the role:

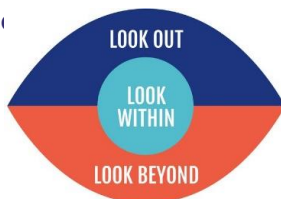
The Fred Hollows Foundation is an award-winning International NGO working to end avoidable blindness in 25 countries around the world. The Foundation actively fundraises across five regions: Australia, Asia, Europe, North America and the Middle East with in-country teams delivering localised fundraising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

The Transformational Gift Manager (Global) will proactively implement exceptional relationship management, cultivation, and solicitation strategies across all markets to build enduring relationships and secure transformational gifts (AUD\$1m+) for the Campaign.

- Strategy:** In close partnership with the Head of Global Comprehensive Campaign design and develop a global Transformational donor strategy to grow The Foundation's revenue across all international markets.
- Prospects Development:** Develop and execute programs/activities to identify, cultivate, solicit and steward donors at the \$1,000,000 level or higher. Cultivate relationships with individual donors in partnership with organisational leadership (Board, CEO and Executive), volunteers and fundraising teams in Australia and abroad.
- Campaign development and localisation:** Work with the Campaign team to develop the Campaign case for support and fundraising methodology and collaborate with international markets to localise the Campaign in order to maximize Transformational giving.
- Global Collaboration:** Collaborate with colleagues on local and global projects and initiatives as appropriate; liaise with colleagues in other Foundation fundraising offices to share innovations and best practices and, where needed, provide support; and interface with program colleagues around the world to meet funder demands and organisational fundraising needs.
- Other Responsibilities** as determined by your manager.

## Our Capabilities



### As a member of The Foundation Family, you will:

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

## Essential Experience:

- Seven years' experience in fundraising, including large campaigns and major gifts.
- Strong understanding of the philanthropic landscape in Australia and globally.
- Experience soliciting seven plus figure gifts from high-net-worth individuals and Trusts and Foundations
- Demonstrated experience building long term relationships to deliver growth against targets.
- Ability to lead and build strong relationships with peers and other stakeholders.
- Ability to think strategically and work proactively, managing competing priorities.
- Experience in strategic project planning, report writing, and executing key donor engagement.
- Experience working with cross-functional teams.
- Experience briefing and working with C-suite Executives

## Skills:

- Excellent written and verbal communications skills with the ability to build and foster solid relationships.
- Excellent organisational and time-management skills.
- A flexible and adaptable work style, with the ability to manage competing priorities and respond quickly to opportunities.

## Desirable Experience:

- A passion for the organisation's mission
- Working knowledge of Raisers Edge or similar CRMs

- Ability to lead through times of change and be flexible in the face of changing priorities
- Self-motivated with the ability to work independently as well as effectively as part of a team, instilling confidence and trust among fellow staff and external constituents.
- A strong desire to work for The Fred Hollows Foundation and alignment with our vision and guiding principles.

**Qualifications:**

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

**Travel:**

Domestic (as required)

This role purpose defines the broad accountabilities of the positions, which may change based on organisational need. Please refer to the divisional, team and individual work plans for more specific details

**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.

**To work in The Foundation, you will:**

- Be eligible to work in Philippines.
- Undergo background check including criminal records and qualifications check
- Undergo working with children check for positions that are identified as working with children