

ROLE PURPOSE

Role Title: Head of Global Philanthropy

Division: Public Affairs

Location: Sydney

Date: June 2025

Employment type: Full time, Permanent with flexible work arrangement

Reports to: Campaign Director, Global Philanthropy

Number of direct reports: 3

Leadership Band: Leads Others

Purpose of the role:

The **Head of Global philanthropy** is the senior leader responsible for delivering The Fred Hollows Foundation's global fundraising targets during its Comprehensive Campaign and beyond. This role leads market-based fundraising strategy performance across all geographies, driving transformational gift implementation, market-level activation, and donor engagement.

The Head of Global Philanthropy is a key player working in strong partnership with the Campaign Director and Markets leads in shaping and executing the campaign strategy, ensuring it comes alive in each market through strong relationships, tailored donor approaches, and team leadership. This is a high-impact, delivery-focused role in the overall organisational Leadership Structure critical to achieving the Foundation's global fundraising ambitions.

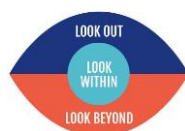
The **Head of Global philanthropy** will own the outcomes of:

- 1. Philanthropic Strategy Delivery Across all Markets:** lead the implementation of market-level fundraising strategies that align with the global campaign vision. Hold technical accountability for meeting global revenue targets across major markets and donor segments. Monitor fundraising KPIs and performance metrics and provide coaching and direction to market leads.
- 2. Transformational Gift Program Leadership:** oversee the rollout of the Transformational Gift strategy across all fundraising markets. Support the Director, Transformational Gifts in managing the Australian portfolio and contributing to global learning. Collaborate with the Senior Campaign Advisor on cultivation and stewardship of top-tier donors.
- 3. Market Engagement and Enablement:** lead all philanthropic fundraising in ANZ/Oceania. Partner with Market Leads to tailor global campaign strategies to local contexts and audiences. Foster a learning culture across markets through shared practices, insights, and donor intelligence. Build internal capacity through coaching, tools, and support for fundraising teams.
- 4. Donor Experience and Stewardship:** ensure consistency, excellence, and personalisation in donor journeys and stewardship efforts across markets. Work with Comms, Strategy, and Program teams to produce compelling donor-facing materials and narratives.
- 5. Collaboration and Leadership:** act as a trusted partner to the Campaign Director, supporting the strategic implementation of the campaign vision. Represent the fundraising function internally and externally as needed, and support leadership-level reporting on fundraising progress.
- 6. Other tasks as requested by your manager.**

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:

- Extensive experience in philanthropic giving both in Australia and abroad including major donor, corporate development
- Previous experience creating acquisition pipelines in multiple jurisdictions.
- Previous experience in delivering philanthropic comprehensive campaigns in the NGO sector.
- Previous experience developing grant bids for both institutional and donor govt opportunities.

Skills:

- Ability to inspire and lead multi-disciplinary teams virtually and in person
- Strong project management skills
- Strategic planning and critical thinking
- Strong written and verbal communication skills, including well developed stakeholder engagement and influencing skills

Desirable Experience:

- Track record in delivering Peer to Peer fundraising activations.
- Experience in international development & NFP sector.
- Community Fundraising and event experience.
- Knowledge of govt grant process.
- Programmatic knowledge particularly in the context of organisational functions and bid development.

Qualifications:

Tertiary qualification in relevant field

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

Travel:

International & Domestic

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

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 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