

ROLE PURPOSE



Role Title: Transformational Gifts Manager NSW & ACT

Division: Public Affairs

Location: NSW or ACT

Date: October 2025

Employment type: Full time, Permanent

Reports to: Transformational Gifts Lead

Number of direct reports: 0

Leadership Band: Leads Self

Purpose of the role:

The Transformational Gifts Manager plays a key relationship management role in the delivery of The Fred Hollows Foundation's Transformational Gift (TG) strategy in Australia. With a strong focus on donor experience and engagement, this role manages a portfolio of high-value prospects and donors coordinating internal resources to ensure each relationship is supported with tailored proposals, meaningful touchpoints, and high-quality stewardship.

Reporting to the Transformational Gifts Lead, the TG Manager collaborates with internal specialists across proposals, communications, and stewardship and events ensuring all donor-facing activity is aligned to donor interests, campaign messaging, and market strategy, delivering a positive donor experience to embrace The Foundation as "the partner of choice".

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

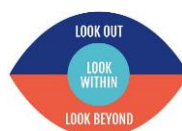
The **Transformational Gifts Manager** will own the outcomes of:

- **TG Strategy Implementation:** Manage a defined portfolio of transformational gift prospects with proactive business development developing tailored cultivation and stewardship plans to secure significant gifts and bring the TG strategy to life.
- **TG Revenue Growth:** Lead high-level donor engagements by aligning organisational strategy with donor priorities, crafting compelling cases for support and bespoke proposals, and securing seven- and eight-figure transformational gifts from new donors to the Foundation that drive bold impact and organisational growth
- **Donor Experience:** Work in close coordination with the GM, Philanthropy Operations to leverage the full support of enablement functions such as proposal writers, donor engagement, prospect research and events teams to ensure all donor-facing outputs are aligned with individual interests and expectations, delivering an exceptional donor experience.
- **Donor Engagement:** Plan and oversee meaningful donor interactions such as briefings, visits, and hosted events in collaboration with the events and engagement teams. Act as the relationship lead throughout, ensuring every interaction is connected to impact and deepens donor commitment.
- **Data and Systems:** Maintain accurate records of donor activity and engagement in the CRM system. Contribute to pipeline reviews and strategic planning with the Director, Transformational Gifts by providing insights from your portfolio.
- **Donor Journey Coordination:** Collaborate across teams especially Communications, Programs, Strategy, and Business Services to ensure a cohesive and seamless donor journey, from initial prospecting through to long-term stewardship.
- 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:

- Minimum Seven years' experience in transformational level donor management including business development with proven success in large scale campaigns, major gifts and international donor engagement.
- Experience in strategic project planning, impact report writing, and executing key donor engagement.
- Exceptional communication and proposal-writing skills, with the ability to simplify technical information into donor-friendly case for support
- Strong understanding of the global philanthropic landscape, including high net worth individuals, Trust and Foundations and corporate partnerships
- Demonstrated experience securing seven plus figure gifts from high-net-worth individuals and Trusts and Foundations.
- Demonstrated experience building long term relationships to deliver growth against targets.

- Build and actively manage a proactive pipeline of high-net-worth individuals and private foundations by applying the moves management process—systematically identifying, qualifying, cultivating, soliciting, and stewarding prospect
- Ability to lead and build cross functional relationships with peers and external stakeholders.
- Ability to think strategically and work proactively, managing competing priorities.
- Experience working with cross-functional teams.
- environments.
- Exceptional communication and proposal-writing skills, with the ability to simplify technical information into donor-friendly case for support
- Demonstrated experience to lead and adapt through change

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.
- Ability to lead through times of change and be flexible in the face of changing priorities
- Self-motivated with the ability to work independently and proactively 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.

Desirable Experience:

- A passion for the organisation's mission
- Working knowledge of Raisers Edge or similar CRMs.
- Extensive networks in philanthropy, private wealth, or corporate partnerships.

Qualifications:

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

The position involves:

This position is recognised as having “Contact with Children” either direct or indirect
This position does involve working with beneficiaries, donors and/or partners

Travel:

Domestic as required

Additional Responsibility:

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

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

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