

# National Development Manager Corporate & Philanthropic Major Donors



(Based in Sydney)

- ✓ **Be an agent of change by attracting support for a growing, national not-for-profit that will revolutionise the delivery of mentoring for Australian youth facing a wide range of adversities**
- ✓ **Work in a new business area where you can lead the implementation of a Major Donor fundraising program**
- ✓ **Highly flexible part-time working opportunity**
- ✓ **Excellent staff benefits and salary packaging**

Raise Foundation impacts the wellbeing of young people at risk of disengagement in Australia. Through high school-based mentoring Raise improve the lives of young people at a critical juncture in their development by addressing youth mental health and disengagement in education and equipping them with the skills, resilience and connections to set them on a positive pathway.

As we embark on a journey to dramatically expand our presence in high schools throughout the country we have an exciting, flexible working opportunity to join our Partnerships Team and develop and implement a strategy to expand and grow fundraising from Major Donors across Australia.

Working for a well-established, medium-size not for-profit with a large vision you will need to be a highly self-motivated and tenacious self-starter with the ability to work with minimal supervision, choosing your own hours, either from home or from our Mosman (Sydney) office.

You will be responsible for setting a strategy to identify, cultivate and secure Major Donors (including individuals, trusts & foundations) for Raise Foundation from new channels as well as existing channels including, but not limited to, our events and extensive mentor network. You will be responsible for the stewardship of these new Major Donors including identifying and pursuing opportunities to grow the relationship.

The successful candidate will have a strong passion for supporting youth facing adversities to thrive, a talent for sales/marketing and ideally have strong network connections. A proven track record in business development will be looked upon favourably including building and maintaining relationships through excellent written and verbal communication skills and the ability to create communications, present and influence credibly and effectively.

This position will require occasional travel, a high level of computer skills and familiarity with Salesforce.

This position is initially for 20 hours per week with flexible days and can be structured either as a Consultant role, or under the Social Community, Home Care and Disability Services (SCHADS) Award, through which salary packaging would be available.

## Interested?

To apply please email your application, resume and 2 minute video explaining why you would like to join our Partnerships Team at Raise by 18 February 2019 to

[hannah.staas@raise.org.au](mailto:hannah.staas@raise.org.au)