# Director of Philanthropy

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| **Categories** | Careers |

### Contract or Employee | Canberra or Melbourne | Open until appointment

Location: Canberra or Melbourne Organisation: Foundation for Alcohol Research and Education Work Type: Contract or employee Salary/Contract Type: Contract of employment or independent contractor Closing Date: Open until appointment

## The Position

The Development and Philanthropy function reports directly to the Chief Executive.

This key role requires a creative, inspirational, ideas person to lead the strategic development FARE’s fundraising function and to drive ambitious revenue growth over five core programs:

* Individual donor development
* Community fundraising
* Major gifts and philanthropy
* Bequests
* Corporate partnerships

The Development and Philanthropy function is supported by FARE’s talented Communications and Policy teams.

## Who you are

We are looking for a dynamic, self-driven individual able to think creatively in developing innovative solutions to complex problems. With previous experience working in fundraising and philanthropy, you will have an understanding of, passion and commitment to working on society's most important challenges. This unique role provides exposure to challenging and rewarding opportunities across the social sector working on society's most important challenges.

You will collaborate with a growing and highly committed team with wide-ranging experience across the social sector. The focus of the role will see you forging close relationships with inspiring clients, sector leaders, colleagues and stakeholders and provides a great foundation for professional growth and development.

The position is available on either an employment or independent contractor basis.

## Qualifications and experience

The ideal candidate is a career focused individual with high personal standards of integrity and can demonstrate a track record in generating significant funds via new donors.

A minimum of 3 – 6 years’ experience in the fundraising arena is desired, particularly in the areas of successful major donor recruitment and retention, corporate and foundation relationship building, and managing a fundraising program.

You will have a good understanding of State and Federal systems of government and be able to engage at a senior level. You will be confident around event management, building relationships face to face and have a strategic approach. You will

Your experience will also include;

* 5+ years of successful experience in a fundraising role and a proven track record in personal cultivation and solicitation of major gifts
* Exceptional communication and negotiation skills, liaising with high profile individuals
* Evidence of building and maintaining long-term relationships with major individual donors, foundations and corporations in the philanthropic sector
* Bachelor degree preferred
* Ability to work a flexible schedule, which may include evenings, weekends and/or holidays.

## Apply for this Role

**Position Description:** EOI – Development and Philanthropy For details concerning this role, please contact Sharrin Wells Phone: 02 61228600 Email: [sharrin.wells@fare.org.au](mailto:sharrin.wells@fare.org.au)

If you exude warmth, possess the highest standards of professionalism, have a genuine interest in making a difference, and have the necessary qualifications and attributes to make this role a success, we want to hear from you!

If you would like to join our growing and dynamic team please submit your credentials or CV (max 3 pages) and a covering letter in which addressing the qualifications and experience to fulfill this position to [*sharrin.wells@fare.org.au*.](mailto:sharrin.wells@fare.org.au)

### Metadata