

## Philanthropy Specialist – Melbourne



- **Opportunity to make a difference using your amazing communication and relationship building skills**
- **Full time 18-month fixed term contract with the possibility of extension**
- **\$101,655 pa + 10% super + generous salary packaging benefits + bonus leave + flexible working arrangements**

### About Us

Children's Ground is working to create an environment where families realise their aspirations for the next generation of children to be free from trauma and suffering, enjoy equity and safety, be able to grow into adulthood happy and healthy, and have agency over their social, cultural, political and economic life. To learn more about Children's Ground and the work we do, visit our website: <https://www.childrensground.org.au>.

### About the Job

Children's Ground has wonderful relationships with our funders and partners who go above and beyond to back our community leaders. This role will build on our major donor program so that we can achieve sustainable long-term growth and further scale our work on the ground.

The Philanthropy Specialist works as part of a team to implement and deliver our ambitious philanthropy and fundraising strategy. The role increases opportunities for new funders to walk with Children's Ground and stewards these prospective donors from identification to confirmed support. The role will nurture relationships with high net worth donors, expand the prospect pipeline and support our amazing philanthropy partners. A key component of the position is to deliver donor engagement activities that provide major gift acquisition opportunities.

This role will be working closely with a small and talented team of fundraisers and communicators who are passionate about their work. You will be part of a growing organisation that is delivering on big goals that enable and empower First Nations children, their families and communities to change their futures.

### About You

You will have a passion for social justice and the rights of our First Nations people and will be highly motivated by making change.



To be successful in this position, you will be a confident and engaging major donor fundraiser with excellent communication skills to enable you to confidently express a compelling case for support. Your proven track record in securing significant unrestricted funds and of meeting financial targets will complement your ability to build and maintain relationships with a diverse range of people both internally and externally as these will be fundamental to the success of this position and Children's Ground.

**We invite you to walk with us on this unique journey...**

Please [apply via - SEEK](#) where you will be asked to upload a cover letter with a response to each of the key selection criteria contained in the position description located on our website, along with your resume.

Applications will be reviewed and shortlisted as they are received, and the position filled as soon as we meet the right candidate.

***In line with our workforce development strategy, Children's Ground strongly encourages and supports Aboriginal and Torres Strait Islander applicants to apply.***