



- **FUNDRAISING MANAGER**
- **Clayton-based**
- **Full-time (38 hours per week)**

About St Kilda Mums

Our vision is to **waste less, share more and care for every baby and child.**

We are a volunteer-powered organisation with a small team of paid staff. Our mission is to rehome pre-loved nursery goods to support Victorian families in need while saving the earth's precious resources.

St Kilda Mums, Geelong Mums and Eureka Mums (St Kilda Mums Inc) collect, sort and redistribute essential nursery equipment, clothing, books and toys for babies and school age children in response to orders from a statewide network of social workers and Maternal & Child Health Nurses.

About the role

This exciting role is required to help position our organisation for significant growth as we rapidly move towards helping 20,000 babies and children each year, with the dream of reaching **every** child experiencing disadvantage in Victoria.

We're looking for an experienced **Fundraising Manager** to join our passionate Fundraising and Communications team, to oversee the program areas of:

- **Fundraising appeals**
- **Regular giving**
- **Community fundraising, and**
- **Donor stewardship** (including acquisition, retention and donor journeys)

Working closely with the Philanthropy and Partnerships Managers, you will develop and execute a broad range of fundraising initiatives, which will raise the profile and fundraising revenue of St Kilda Mums Inc.

What we're looking for

To be successful in this role, we're looking for someone who is highly analytical, data driven and passionate about achieving fundraising targets, with strong experience in the not-for-profit sector.

We need you to be tech savvy (we're a cloud-based organisation and we were born digital!), and an expert in utilising data segmentation to proactively identify opportunities to help grow and diversify our income streams.

You will identify and drive opportunities for growth, and continuously evaluate and improve our fundraising performance.

You should have strong CRM experience (ideally using Salesforce) and proven ability to manage a successful annual calendar of campaigns. We're looking for someone with exceptional communication skills, including strong copy writing ability across a range of digital platforms, to engage with our valued donors.

The Team

St Kilda Mums is a fast-paced environment, and we're looking for someone who doesn't mind getting their hands dirty and understands the importance of working as a team.

The role will be an integral part of the Fundraising and Communications team, supporting all three of our branches.

This role will also be required to support the Philanthropy Manager and Partnerships Manager in their management of Gifts in Wills, major giving, grants, events and corporate partnerships, so experience in these programs is advantageous.

The role will report at senior level, and have one direct report, with the potential to grow the team in the future.

Based in our (soon-to-be!) new site in Clayton, this is a fantastic opportunity for you to be part of an organisation who truly values our donors, and understands that our fundraising activity is an integral part of helping us to achieve our vision to waste less, share more and care for every baby and child.

How to apply

Please email your Resume and Cover Letter (in one document), **outlining how your skills and experience fit the above competencies**, to jobs@stkildamums.org

Please note we will assess applications as they come in, so early applications are encouraged.

All offers of employment are subject to a satisfactory Police Check and provision of a valid Working with Children Check prior to commencement. To be considered for this role you must have the right to live and work in Australia.