

ROLE PURPOSE



Role Title: Director
Transformational Gifts

Division: Philanthropy
and Government
Relations

Location:
Melbourne/Australia

Date: March 2025

Employment type: Full Time,
Permanent

Reports to: Campaign
Director

Number of direct reports:
N/A (provides best practice
advise to global philanthropic
advisors)

Leadership Band:
Leads Others

Purpose of the role:

The Fred Hollows Foundation is an award-winning International NGO working to end avoidable blindness in 25 countries. The Foundation actively fundraises across five regions: Australia, Asia, Europe, and North America with in-country teams delivering localised fundraising strategies in support of our ambitions.

Today 1.1 billion people around the world are needlessly blind. Without action, over the next 30 years vision loss will nearly double. To address this, The Fred Hollows Foundation is embarking on an ambitious, sector leading global philanthropy Campaign, unlocking significant new resources to make a truly catalytic change to end avoidable blindness.

The Director, Transformational Gifts is a seasoned philanthropic leader with extensive experience in securing transformational gifts and a strong familiarity with the Australian high value donor eco-system. He/she will proactively implement exceptional relationship management, cultivation, and solicitation strategies in Australia and support local teams across all The Foundation's regional markets to build enduring relationships and secure transformational gifts (AUD\$1m+) for the Campaign.

- Strategy:** In close partnership with the Campaign Director and the Campaign Adviser, develop and effectively implement a Transformational donor engagement strategy to grow The Foundation's revenue.
- Philanthropy:** Strong philanthropic acumen and engagement to identify, cultivate, solicit and steward U/HNWIs. Cultivate and solicitate relationships with individual donors in partnership with organisational leadership (Board, CEO and Executive), volunteers and fundraising teams in Australia and abroad.
- Campaign:** Work as part of the Campaign leadership team to implement effective moves management strategies and demonstrate philanthropic leadership within the organization and across the sector.
- Global Collaboration:** Collaborate with colleagues across international markets to support in their moves management strategy development as needed.
- Other Responsibilities** as determined by your Manager.

Our Capabilities:



As a member of The Foundation Family, you will:

- Live by the values of The Foundation and support The Foundation's culture, performance, and brand.
- Adhere to all The Foundation's policies and procedures.
- Strengthen the health, safety, and well-being of all/look out for the well-being.
- Lead, collaborate and contribute in all interactions.

Essential Experience:

- Over 10 years' experience in cultivating and soliciting transformational gift prospects
- Strong understanding of the philanthropic landscape in Australia and globally.
- Experience soliciting seven plus figure gifts from U/HNWIs and Trusts and Foundations
- Experience briefing and working with C-suite Executives
- Demonstrated experience building long term relationships to deliver growth against targets.
- Ability to lead and build strong relationships with peers and other stakeholders.
- Ability to think strategically and work proactively, managing competing priorities.
- Experience in strategic project planning, report writing, and executing key donor engagement.
- Experience working with cross-functional teams

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.

Desirable Experience:

- Capital and/or comprehensive campaign experience.
- Understanding of donor communities in one or more of our regional fundraising markets
- A passion for the organisation's mission
- Working knowledge of Raisers Edge or similar CRMs

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

Qualifications:

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

Travel:

Domestic and International (as required)

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

The position involves:

This position is recognised as having “Contact with Children” either direct or indirect
 This position does not involve “Working with Children” either direct or indirect.
 This position does involve working with beneficiaries, donors and/or partners

Additional Responsibility:

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

To work in The Foundation, you will:

- Be eligible to work in Australia.
- Undergo background check including criminal records and qualifications check
- Undergo working with children check for positions that are identified as working with children