



Partnerships Manager

Melbourne, VIC

OVERVIEW

Organisation:	Destiny Rescue Australia
Location:	Work from home.
Work type:	Full-time
Salary type:	Salary, plus super, fully maintained company car, and salary packaging

IF WE DON'T GET HER TONIGHT, SOMEONE ELSE WILL.

Right here, right now, is your chance to do something about child trafficking and exploitation!

Destiny Rescue is an internationally recognised, Christian based, non-profit organisation dedicated to rescuing children trapped in the sex trade. We exist to rescue kids from sex trafficking and exploitation and help them stay free.

We are currently operating various programs in Thailand, Cambodia, the Philippines, Dominican Republic, Uganda and Nepal (plus 2 undisclosed countries).

Child trafficking is the fastest growing illegal industry on this planet. Destiny Rescue is an agile and pioneering organisation, determined to lead the charge to rescue, restore, reintegrate, and empower girls to become the next generation of leaders in their communities.

As a Partnership Manager you will utilise your exceptional networking skills to cultivate and grow relationships with high net-worth individuals and businesses and/or churches to drive new acquisition portfolio growth, as well as manage existing major donor income.

Key Responsibilities:

- Managing a portfolio of donors and prospects.
- Securing major gifts from prospects and existing donors.
- Identifying prospective donors to build a pipeline of future growth.
- Cultivating significant fundraising partnerships and driving engagement strategies to optimise financial support from individuals, and businesses.
- Developing and delivering proposals.
- Implementing moves management plans specific to donors' interests, motivations and giving pattern.
- Meeting and exceeding fundraising revenue targets.
- Working closely with the Executive Partnership Manager to conduct two key events per year.

About You:

Our ideal candidate will have a demonstrated work history in either philanthropy or major fundraising in the NFP sector – in either the major donor, or corporate area.

- Sound knowledge of fundraising best practice and principles.
- Relationship building and networking skills.
- Demonstrated history in delivering financial asks.
- Ability to tell a compelling story in order to 'make the ask'.
- Outstanding influencing skills.
- Motivation and be results-driven.
- Ability to work in an agile and ever-changing environment.
- Ability to present to a crowd – whether that's in a boardroom, lunchroom or local community hall.

Selection Criteria:

Essential criteria:

- At least five years of experience in corporate, and/or major donor fundraising, with demonstrated success in fundraising for not-for-profit organisations.
- A demonstrated capacity to generate new leads that lead to awareness raising and fundraising by developing and managing relationships with external stakeholders.
- Proven track record of generating significant gifts from high-net-worth individuals and corporates.
- Exemplary communication skills, including persuasive negotiating and public speaking abilities.
- Exemplary interpersonal skills, including the ability to network with people of

diverse ages and backgrounds.

- Strong knowledge of Melbourne with strong existing networks across corporations.
- Tertiary qualifications in Sales, Marketing, Communication or equivalent experience.
- Knowledge of Customer Relationship Management software (e.g. Salesforce) and processes.
- Experience in a relationship building role (e.g. Fundraising, sales, account management).
- Well-developed administrative skills.
- Current driver's license.
- Current passport or willingness to secure one.

Desirable Criteria:

- Ability to identify and utilise new technologies to support relationship management.
- Knowledge of the fight against human trafficking and international development.

How to apply for this role:

To apply, please forward a **cover letter, answers to the selection criteria and resume** to Sharyn Longhurst - sharyn.longhurst@destinyrescue.org **Only applications which include a cover letter addressing the criteria will be considered.**

For all enquiries please contact: Sharyn Longhurst - 1300 738 761

This position will remain open until a suitable candidate is found.

MISCONDUCT DISCLOSURE STATEMENT AND POLICE CHECK

As part of our interview process and in an effort to protect its stakeholders, Destiny Rescue Limited will request a police check and information from a job applicant's previous employers regarding any incidents of sexual exploitation, sexual abuse, sexual harassment and child abuse which the applicant may have been found to have committed or about which an investigation was in progress when the applicant's employment ended. By applying job applicants confirm they have no objection to Destiny Rescue Limited requesting the information specified above.