

T272 - Head of Foundation and Development

“One APS Career... Thousands of Opportunities”

As one of Sydney's most visited museums, the Australian National Maritime Museum (ANMM) is committed to being a world leader in maritime history, sharing the national maritime story across Australia and providing a must-visit museum experience. The museum is undergoing significant transformation involving multiple major capital works projects and establishment of strategic, commercial partnerships with the Australian Maritime College and major corporate sponsors.

The Head of Foundation and Development role provides an excellent opportunity for a proven philanthropy and fundraising professional to support the ANMM to achieve its strategic objectives.

- **Excellent career opportunity within the arts and cultural sector.**
- **Executive Level 2 – Attractive Salary package and employee benefits including 15.4% superannuation**
- **2-year fixed term contract with possibility of extension**
- **Australia's leading museum located waterside in beautiful Darling Harbour**

The role's key purpose is to provide innovative and strategic leadership to the newly structured Foundation and Development Unit and to collaborate with the Australian National Maritime Foundation (ANMF) Board, the ANMM Council and ANMM's Executive and Business Unit leaders to develop and implement a comprehensive philanthropy, fundraising and membership strategy and operational plan that is integrated with the Museum's Vision and Corporate Plan and results in additional revenue, bequests, gifts and donations to grow the National Maritime Collection and support the Museum to achieve its corporate objectives.

The Australian National Maritime Foundation (ANMF) is the philanthropic fundraising arm of the Museum. This role reports through the ANMM Executive Team to the ANMF Board and ANMM Council and is accountable for the Foundation's operational performance and achievement of financial and commercial targets relating to fundraising and bequests revenue plus gifts and donations for the Maritime Collection. The role includes responsibility for actively identifying, developing and converting valuable relationships with potential donors, achieving financial targets and building the Museum's membership program. It is also responsible for managing a small team and leading the strategic direction for the Museum's Membership program plus collaborating with the ANMM's Sponsors, Partnerships and External Relations teams to develop and implement an integrated strategy and relationship management system and processes to enable a consolidated and effective approach to relationship management for various categories of key stakeholders.

As a senior manager within the ANMM, this is a high profile role involving effective and close collaboration with other ANMM business unit leaders to align and integrate the Foundation and Development Unit's Operational Plan and event calendar with the ANMM's Corporate Plan to ensure efficient, seamless and superior campaigns and relationship management outcomes and major donations.

Ideally you are degree qualified with excellent interpersonal, communication and people management skills and you can demonstrate a proven track record leading the fundraising and philanthropy function within the arts and cultural sector or other not for profit organisation.

How to Apply

Please click the 'Apply' button below. For a confidential discussion about the position, please contact HR via email on humanresources@anmm.gov.au or click on below link: <http://www.anmm.gov.au/about-us/who-we-are/work-with-us> for more information.

Applications Close: Tuesday 30th January 2018. No Applications will be accepted by mail or email.

Notes:

Selection for this position will be made on the basis of relative merit which will be assessed against each item of the selection criteria. Applications that do not address the selection criteria will not be considered for short listing by the Selection Committee. This position is open to all eligible members of the community and we encourage applications from Aboriginal and Torres Strait Islander people, people with a disability and people from every cultural and linguistic background.

To be an eligible member of the community, you must be an Australian citizen. Applications may be accepted from Australian permanent residents who are in the process of acquiring Australian citizenship.

APPLY