



Head of Philanthropic Partnerships

- Strategic Major Gifts Fundraising role in one of Australia's leading international not-for-profits
- Drive the Philanthropy growth agenda for Oxfam Australia
- Lead a dynamic high performing team
- Permanent, Full-time, 35 hours per week

About Oxfam

Oxfam is a global movement of people working together to end the injustice of poverty.

That means we tackle the inequality that keeps people poor. Together we save, protect and rebuild lives. When disaster strikes, we help people build better lives for themselves, and for others. We take on issues like land rights, climate change and discrimination against women. And we won't stop until every person on the planet can enjoy life free from poverty.

We are an international confederation of 19 organisations (affiliates) working together with partners and local communities in the areas of humanitarian, development and campaigning, in more than 90 countries.

All our work is led by five core values: Accountability, Empowerment, Equality, Inclusiveness and Sustainability. To read more about our values please [click here](#).

As an agency undertaking work both nationally and internationally and in humanitarian response, Oxfam takes its duty of care seriously to safeguard children, young people and adults and recognises that it must meet community expectations and the trust placed in its personnel to maintain the highest standards of conduct with children. Therefore, all positions within Oxfam are required to comply with the One Oxfam Child Safeguarding and Protection from Sexual Exploitation and Abuse policies and all staff sign the Oxfam Australia Child Safeguarding and One Oxfam Employee Codes of Conduct.

The Role

As the Head of Philanthropic Partnerships you will provide the vision, strategic direction and leadership for Oxfam Australia's Philanthropic fundraising approaches, and lead an ambitious agenda for growth in this area including the successful development and implementation of a new Principal Gifts campaign. You will lead a team that applies best practice stewardship approaches to inspire continued substantial giving from existing Major Donors; and works in conjunction with the Executive Leadership Team, and newly formed Principal Gifts Advisory Board to drive exponential revenue growth through partnerships with new HNW individuals and Philanthropic bodies.

As a key member of the Fundraising and Resource Growth (FRG) Leadership team, you will contribute to the strategic direction, culture setting, and performance management of the Fundraising and Resource Growth section.

A little about you (the key selection criteria)

To be successful in this role you will have;

- Extensive experience in leading a high performing Major gift fundraising or Development team
- Experience of working with high level volunteers and/or committees to deliver substantial fundraising targets
- Excellent and proven knowledge of best practice major gift fundraising methodology including prospect research, managing databases for portfolio management, proposal preparation and the cultivation, solicitation and stewardship of major donors.
- Personal experience of the forms of injustice we seek to address would be an advantage
- Experience of developing and/or implementing a successful major gift or capital campaign would be an advantage

We can offer you

- A base salary of \$116,567 plus superannuation, superior leave benefits and access to a generous not-for-profit salary packaging program (up to \$18,450 of your salary tax-free).
- The opportunity to use your talents and expertise to tackle poverty and make a positive impact around the world.
- A flexible and supportive workplace, with excellent work-life balance.
- Generous leave entitlements including 20 days personal leave with option to use up to 5 days as cultural leave
- Superannuation matching

Apply now

Click on the **WEB LINK** button below to go to Oxfam's job portal to apply.

Applications close on Monday 9 November 2020.

Applicants will be required to show proof of their right to work in Australia and successful applicants will be subject to the satisfactory clearance of a Police Records Check, and Counter Terrorism and Aid Diversion check.

We promote diversity and practice equality. Aboriginal and Torres Strait Islander applicants are encouraged to apply.

[WEB LINK](#)