

# Manager, Philanthropy & Partnerships (WA)



**Victor Chang**  
Cardiac Research Institute

- Help the 3.7 million Australians affected by cardiovascular disease
- Part-time, 3 days per week
- Based in Perth, Western Australia

## About us

The Victor Chang Cardiac Research Institute is dedicated to finding cures for cardiovascular disease through world class medical research. Established in 1994, it is the legacy of legendary heart transplant surgeon Victor Chang. Renowned for the quality of its breakthroughs, the Victor Chang Institute is working to discover better ways to diagnose, treat and ultimately prevent the onset of heart disease.

## The role

In this exciting new position you will prospect for and cultivate philanthropic support for the Institute through the development of relationships with high-net-worth individuals, corporates, trusts, foundations and other partners for our programs in the state of Western Australia. You will help grow our supporter base and revenue by increasing the number, value and long-term giving of major donors. You will lead local events and have primary input in the long-term strategic vision for our laboratory in Perth.

Although this is a stand-alone role, you will work closely with our Sydney based team and with Prof Livia Hool and our laboratory at UWA.

### Duties and responsibilities include:

- Harnessing the support of current and prospective major donors
- Developing and implementing a major gift program
- Project managing events in Western Australia
- Developing and maintaining high quality relationships with stakeholders including our Sydney based Fund Development team and our lab at UWA
- Designing and implementing a 12-month rolling contact and stewardship plan

- Cultivating a deep understanding of the key areas of research at the Victor Chang Cardiac Research Institute
- Working out of normal business hours and travelling inter and intra state travel as required

## About you

### We would like to meet you if you have:

- Relevant qualifications in fundraising or tertiary education in relevant field
- Demonstrated ability to achieve financial targets and a track record of securing major gifts from high net worth individuals, corporates and trusts/foundations
- Proven experience in successful proposal development and philanthropic grant management
- Extensive knowledge of wider donor management and stewardship, including via direct marketing
- Polished communication skills, with experience of adapting your style of writing and presenting to a range of different audiences
- Managed a prospect or sales pipeline using a CRM database, preferably Raiser's Edge
- Experience in the liaising with design agencies and printers to produce collateral
- Experience in select VIP event management
- Ability to articulate complex issues in a compelling and persuasive manner and to present a pitch with confidence
- Strong negotiation and influencing skills and ability to close the deal

## What we offer:

- Salary packaging
- State of the art facilities

Passion • Courage • Integrity • Curiosity • Teamwork • Respect

**How to Apply:** • For further information about the role, please visit our website – [www.victorchang.edu.au](http://www.victorchang.edu.au)  
• If you would like to apply for this role, please send your cover letter, resume and contact details for three referees to [recruitment@victorchang.edu.au](mailto:recruitment@victorchang.edu.au)

**Closing date:** 9 April 2021

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- Stimulating work setting focussed on cutting edge medical research
- Collaborative team environment

We strive to ensure our staff and students enjoy a great working environment. We value and are committed to providing a working environment that embraces diversity and gender equity and promotes flexible working arrangements for staff to balance working requirements and personal needs.

**Come and work with us & help make a difference.**

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