



**IJM**

## Position Description: Major Gift Relationships Director

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IJM Australia

### Who we are

**International Justice Mission (IJM)** is the global leader in supporting governments to protect vulnerable people from violence. Our team of 1,200+ professionals are at work in over 25 countries across Asia, Africa, Europe, Latin America and North America. Together with government, corporate, civil society, community and survivor leader partners, we are catalysing a global movement that will rescue millions, protect half a billion and make justice unstoppable.

International Justice Mission Australia, established in 2014, partners with IJM Global to deliver justice programs overseas and grow the movement of Australians seeking justice for the oppressed.

### The Values

IJM is Christian, Professional and Bridge Building. Our Christian value manifests not only in our motivation but in our culture and work environment, including daily devotions, stillness and prayer.

### The Job Position

IJM Australia is seeking an experienced Major Gift Relationships Director to lead Major Gift relationships management in IJM Australia's Advancement Office. IJM Australia has a strong foundation of mid-major supporters where this is a highly rewarding and meaningful position to inspire and encourage altruistic giving, so as to strengthen IJM's resources and capacity to make significant impact in combating forced labour slavery and exploitation of children in this region. This is a full-time position to be based in Sydney or Melbourne.

Reporting to the Chief Marketing and Partnerships Officer, the Major Gift Relationships Director will:

- Design, spearhead and execute fundraising strategy and major gifts programs to increase and accelerate giving within this donor segment
- Generate and manage a portfolio of mid-major donors (with the support of two Relationships Managers) through identification, acquisition, cultivation and stewardship of new and current supporters (individuals, foundations, private trusts and philanthropists)
- Lead and develop a small and dynamic team of Relationship Managers to achieve fundraising and organisational growth goals
- Preparation of reports, proposals, presentations and other fundraising or impact materials as needed
- Develop, execute and monitor donor engagement plans to optimise their support and giving
- Assist in organising and hosting of fundraising and donor engagement events
- Effectively manage departmental targets, budgeting and operational processes

## **Skills, Experience and Attributes**

To be successful in this position you will have:

- A deep conviction for justice and ending slavery
- Appropriate tertiary qualifications (e.g.: Master's or Bachelor's degree) or relevant work experiences
- Minimum 5-8 years of professional experience in mid-major donor management and fundraising with demonstrated success in developing and executing mid-major giving strategies
- Excellent listening written and oral communication skills
- Strong stakeholders' engagement and management skills
- Prior experiences in leading a team or in a people managerial position
- Self-motivated, driven and target-focused yet highly relational
- Ability to motivate and inspire internal team members and external supporters

## **What we offer:**

- An inspiring work environment. Your work makes a difference in the lives of the thousands of clients IJM is serving. You are part of a passionate global team of professionals - characterised by an atmosphere of personal involvement and determination to bring justice, transform communities and end slavery
- Opportunity to professionally develop your skills and attributes
- Leadership opportunities through leading and developing a team
- Opportunity for spiritual formation
- Salary is determined by our remuneration policy and years of qualified experiences

## **Interested?**

Please send a one-page cover letter outlining your suitability for the position including your demonstrated commitment to IJM Australia's values as detailed above, along with your current CV to [recruitment@ijm.org.au](mailto:recruitment@ijm.org.au).

IJM Australia is interviewing and recruiting for this position as applications are received, so we encourage you to apply as soon as possible.