



IJM

Position Description: Philanthropy State Manager (VIC)

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 Relationship Manager to secure funds for the organisation by fulfilling the interests and passions of donors. This is done by providing them with giving opportunities and assuring that as many as possible are retained and are upgraded in their giving and involvement. This is a great opportunity to speak directly into strategy as we establish our presence in Victoria in this pioneering role. You will be given the ability to innovate and trial new ideas and approaches to build on existing networks and grow the Philanthropic space in Victoria.

IJM Australia has a strong foundation of philanthropic 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 the Asia Pacific region. This is a negotiable 0.8 – 1.0 FTE position to be based in Melbourne.

Reporting to the Director of Philanthropy, the Philanthropy State Manager (VIC) will:

- Raise an annual revenue goal by hitting monthly targets set by management.
- Achieve the above by managing a growing portfolio of mid to major donors, foundations and businesses to grow their level of financial commitment to the work of IJM
- Acquire new donors through various methods, campaigns, events and meetings
- Build genuine and authentic relationships with supporters that deepen their engagement of IJM's mission and work

- With the support of the Director of Philanthropy - develop, research and evaluate strategies to significantly broaden and deepen the base of support from major donors in the region.

Skills, Experience and Attributes

To be successful in this position you will have:

- Proven ability to effectively develop, nurture and maintain individual relationships and the skill to lead those individuals to make joyful financial investments /gifts
- Ability to articulate effectively, credibly and passionately the story of IJM
- Experience in growing partnerships and networks of supporters or organisations.
- Bring a diverse network of businesses and donors across Victoria to engage them with the work of IJM Australia.
- An understanding of the Philanthropic landscape in Victoria

You will also:

- Be self-motivated, driven and target-focused yet highly relational
- Have excellent presentation and pitching skills and be confident in making an ask.
- Have the ability to use Salesforce or equivalent CRM experience.
- Have experience managing, tracking, analysing and reporting against targets and benchmarks
- Have a deep conviction for justice

What we offer:

- 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.
- Salary packaging
- Salary is determined by our remuneration policy and years of qualified experience.
- Opportunity to professionally develop your skills and attributes
- Opportunity for spiritual formation

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.

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