



Position Description: Philanthropy Manager

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 33 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 Philanthropy or Major Gifts Relationship Manager to secure funds which are critical to fulfilling our mission of protecting half a billion children, women and men living in poverty from violence by 2030. We are in the exciting process of expanding our profile across Australia and this role will require regular travel across the country to meet with donors.

In this position, the Philanthropy Manager will be responsible for securing funds by fulfilling the passions and interests of a caseload of 120 qualified donors, assuring that as many as possible are retained as continuing donors to the organisation and are upgraded in their giving and involvement through qualification, cultivation, solicitation & stewardship plans.

Benefits include:

- **Flexibility to work from home 3 days a week.**
- **Strong start-up culture that offers career learning and development**
- **Overseas travel to lead constituent trips and see the work for yourself**

Reporting to the Director of Philanthropy, the Philanthropy Manager will:

- Qualify a caseload of 120 donors
- Grow total dollars raised by fulfilling the passions and interests of those 120 donors as it relates to our work.
- Make meaningful connections through 1:1 meetings, calls, messages etc.
- Create and work a donor engagement plan for each donor on the caseload

Skills, Experience and Attributes

To be successful in this position you will have:

- 2-3 years in a philanthropic fundraising, relationship management or similar type role
- 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 communicate and facilitate with influence and confidence
- Experience in growing partnerships and networks of supporters or organisations.
- Highly developed time management practices
- Ability to work both independently and as a team player
- Must exhibit a willingness to learn and absorb new information

You will also:

- An authentic and deep conviction for justice.
- Be self-motivated, driven and target-focused yet highly relational
- Experience using Salesforce or equivalent CRM experience.

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.