

Key Fundraising Roles



- **Major Gifts Team Leader**
- **Major Gifts Fundraiser**

Superb career & professional development opportunities
Employer of choice with national impact & reach

Vision Australia - incorporating **Seeing Eye Dogs** - is the largest national provider of blindness and low vision services in Australia. We help members of the community who are blind or have low vision, to live the lives they choose.

The organisation has developed and successfully embarked upon an ambitious, evolutionary approach to strategic Major Gifts Fundraising, which includes methodically growing its team, in order to continue delivering life-changing outcomes in support of the more than 384,000 Australians who live with blindness or low vision.

Vision Australia is now seeking energetic, positive and highly motivated self-starters, bringing demonstrated success in relationship-based fundraising, along with unbridled ambition and determination to reach and exceed agreed-upon targets.

Working in a fast-paced, fun and dynamic environment and reporting to the National Philanthropy Manager and the Major Gifts Team Leader, these roles are tasked with personally developing and managing a portfolio of major gift prospects - building a pipeline of valuable and sustainable relationships, and playing a key and integral role in the Major Gifts Team achieving its ambitious 5 year plan.

Essential to the **Major Gifts Team Leader** is possession of true leadership skills and boundless optimism, and the ability to mentor and inspire your team. In addition to personally raising the bar in major gifts, you will create a high performance culture where all individual s can grow and develop in their role.

Do you enjoy making the ask and thrive on setting aspirational goals for yourself and your team, while demonstrating an openness to creative & innovative thinking? If so, these are unique and rare opportunities which in return will deliver real meaning and a sense of purpose, personal growth and ongoing professional development.

If you are an experienced Fundraiser with big aspirations and the acumen to match, this could be the career opportunity for you! Please call Rick Mayers on 03 9629 6999 for a confidential preliminary discussion, or forward your CV and cover letter to cv@dakinmayers.com.au by 30 September.



HUMAN RESOURCES CONSULTANTS