

Fundraising Relationship Specialist

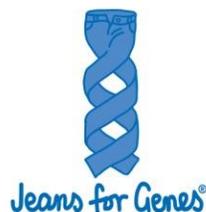
- **An exciting opportunity to bring your major gift, bequest, partnership and relationship competencies raise significant funds for the internationally respected Children's Medical Research Institute**
- **Work with one of Australia's most respected national and independent medical research institutes**

Children's Medical Research Institute (CMRI) was established in 1958 as Australia's first paediatric research facility. In our 60th year, the Institute is regarded as a site of world-class research, a reputation based on gained through achievements in cancer, embryonic development and birth defects, neuroscience and gene therapy. Our research programs are supported by state-of-the-art facilities and committed research and support staff. Originally established through a massive public awareness campaign in the 1950s, the achievements of the Institute have always been made possible by a loyal network of community supporters, highly engaged donors and the very successful Jeans for Genes® fundraising campaign.

We are seeking a Relationship Specialist with at least 5 years' experience in fundraising and/or commercial sales. You are results driven, are a natural relationship builder and will be joining a dynamic Fundraising Team in an exciting growth period for the Institute.

Reporting to the Fundraising Operations Manager, you will be responsible and accountable for driving your own pipeline within our team. You are an experienced business development manager with excellent people skills. You have previously excelled in fundraising or sales environments. You are highly organized, have excellent sales project skills, you present yourself professionally, are well spoken and are an excellent writer.

You are a self-starter. You are comfortable having conversations with donors and partners about money in areas such as major gifts, partnerships, and bequests and have a track record of realizing gifts and donations (or relevant sales experience). You will enjoy prospecting for new donors and opportunities which will provide financial support for the work of the Institute. You have a track record of assessing connection, capacity and motivation in donors to realise donations and gifts for causes you have previously served. You will work with and influence stakeholders for the benefit of the Institute and demonstrate to all prospects the positive impact their gift can have on the future health of all children.



You are a team player. You have the peripheral vision to work within a large team of people who are energized to change the fact that today 1 in 20 children are born with a genetic disease or birth defect. You have the energy and flexibility to re-task or work out of hours or on weekends in the service of our donors, and to the benefit of our Team and the Institute. You have the desire to work hard in the name of a cause that has and will continue to benefit children for generations to come. You believe deeply in reciprocity and want to work in a team and a workplace that accords respect to all.

You will put in each day as if lives depend on it.

Because they do.

If this sounds like you, please apply today and without delay. We will interview suitable candidates as applications are received.

When you join Team CMRI in this full-time role, you will be provided with a competitive remuneration package in accordance with qualifications and experience. Additional benefits include the provision of a Public Benevolent Institution salary packaging scheme and participation in an employer-contributed superannuation fund.

Please send your CV with a cover letter (**citing PV1925**) explaining why you are perfect for this position by referring to each of the characteristics in paragraphs two, three, four and five.

The person we are looking for will write an excellent covering letter tailored specifically to this role, and wouldn't think of sending a generic letter or an unaccompanied CV.

Please also send the contact details (phone/email) of three professional referees who are raving fans of your past employment performance. The applications should be forwarded to recruitment@cmri.org.au

We cannot wait to see your application.

You are just a few steps away from working to secure the future of our greatest national treasure – our children.

