



# End Street Sleeping Collaboration

## PHILANTHROPY & FUNDRAISING MANAGER

### Position Description

Working closely with the Head of Strategy and Engagement and the End Street Sleeping Collaboration (ESSC) team, the Philanthropy & Fundraising Manager will be an essential member of a small, dedicated team in an evolving organisation that is committed to the vision of ending street sleeping across NSW.

The Philanthropy & Fundraising Manager will be responsible for developing the philanthropy, trusts and foundations and fundraising income streams for the recently formed entity, End Street Sleeping Collaboration.

### Background on ESSC and its fundraising

The Collaboration is a NFP formed to deliver upon the 'Joint Commitment to end street sleeping in NSW' signed by the Premier of NSW, the Chairman of the Institute of Global Homelessness, the City of Sydney and CEOs of NSW's largest homelessness NGOs and peak bodies. Many of NSW's largest homelessness NGOs are key partners in the collaboration: St Vincent de Paul, St Vincent's Health, The Salvation Army, Wesley Mission, Mission Australia, CatholicCare.

ESSC's 'data + collaboration to solve street sleeping' proposition is one that is most appealing to sophisticated philanthropists oriented toward funding catalytic philanthropy for systems change. ESSC's blended funding comes from all of its collaborators: governments, large homelessness sector NGOs, corporate pro-bono services and philanthropy.

The philanthropy and fundraising strategy of ESSC centres around working through introduction channels:

- the Collaboration's NGO partner organisations and sector leaders to secure introductions to major donors and advice on fundraising from their respective heads of fundraising. This happens using a board sub-committee structure.

- Philanthropist and corporate peak bodies and industry committees that provide qualified introductions to major donors interested in systems change projects, disadvantage and homelessness.

ESSC has already attracted major gifts from several philanthropic PAFs and Foundations and created a Cornerstone Investors stewardship and gift seeking group. The Philanthropy and Fundraising Manager role will lead the establishment of the Collaboration's formal fundraising structures and systems.

## Responsibilities

- Securing major gift donations and corporate pro-bono contributions to ESSC
- Consolidate database of donors and potential donors
- Create and evolve ESSC's various cases for support; working with the marketing team to produce compelling content
- Lead Cornerstone Investors stewardship and gift seeking group
- Work with Collaborators to organise donor introduction events and follow up and co-developing major gift donor strategies
- Work with peaks and think tank organisations to promote the work of ESSC to all potential funders
- Establishing a checklist of fundraising policies and procedures and supervise their creation
- Enrolling ESSC in appropriate fundraising accreditations and lead generation services
- Establishing a schedule of appropriate communications and assisting the ESSC Marcoms function in the creation of fundraising oriented content or campaigns

## Qualifications and Experience

Essential qualifications and experience:

- 5+ years and a demonstrable track record in fundraising in the specialist area of major donor acquisition and retention.
- Background in designing philanthropy and fundraising strategies, structures and systems.
- Demonstrated success in collaboration and building strong, respectful and robust relationships with donors and our collaborator's fundraising teams.
- Excellent communication skills and proven ability to communicate complex information, in a simple yet compelling way.
- Sound judgement and proven ability to both exercise autonomy at times and also work with a diverse group of collaborators to realise the organisation's goals.

Favorable, but not essential, qualifications and experience:

- Experience in homelessness or human services NGO, particularly in NSW and Sydney, would be an asset.
- Marketing production, social media and events management experience.

- Successful oversight, writing and management of a grant writing function: screening, applying and acquitting grants with local governments and trust and foundations.
- Experience in specifying and maintaining an accurate Microsoft Dynamics donor database.
- Experience in systems of oversight for the receipting of donors.
- Business, human services, marketing or fundraising tertiary qualifications.

## More Information about the position

**REPORTS TO:** End Street Sleeping Collaboration is a start-up venture and therefore a small, but dedicated team. This role will report to the Head of Strategy and Engagement. The role will work directly with the CEO and relevant Board Sub Committee members. The role is supported by Operations Manager and Marcoms team.

**LOCATION:** Sydney CBD / Ability to work remotely from home and/or and to travel to face to face meetings in the city.

**TRAVEL REQUIREMENTS:** Across Sydney as required. Occasional (but infrequent) intra or interstate travel may be required.

**SALARY AND TERMS:** End Street Sleeping Collaboration is a not for profit organisation that offers PBI Salary Packaging.

The role is currently specified as 0.8 FTE but we are open to either a full time position or other flexible terms for the right candidate.

**For further information on End Street Sleeping Collaboration visit our website:  
[endstreetsleeping.org](http://endstreetsleeping.org)  
and download FY2020 Annual Report.**