

# **Partnership Manager – Corporate and Major Gifts (Brisbane, QLD)**

**About the organisation**

Destiny Rescue is an internationally recognised, Christian based, non-profit organisation dedicated to rescuing children trapped in the sex trade.

We exist to rescue kids from sex trafficking and exploitation **and help them stay free.**

We are currently operating various programs in Thailand, Cambodia, the Philippines, Dominican Republic, Uganda and Nepal (plus 2 undisclosed countries).

Destiny Rescue have offices in three donor nations: Australia, United States and New Zealand.

This is a unique opportunity to utilise your expertise in leadership and corporate partnerships for a cause making significant impact by freeing children from slavery!

**About the role**

Reporting to the Executive Manager Partnerships **– Corporate and Major Gifts**, this exciting role in Brisbane will grow Destiny Rescue’s fundraising efforts in Brisbane and across QLD. To be successful in this role, you will have a history of delivering outstanding results in fundraising and partnership management and inspiring people to support our work to rescue children trapped in the sex trade. You will be a skilled networker and communicator, both to large groups, in boardrooms and in a one on one situation. The position will be based in Brisbane, with an increased focus on **corporate and major gift partnerships** , although you will also manage and grow a portfolio of Church Partners and has the following responsibilities:

* Develop new partnerships with corporates, major givers, churches, businesses and community groups to increase Destiny Rescue’s profile, impact and influence across QLD.
* Develop and implement strategies for growing Destiny Rescue’s profile and fundraising opportunities in conjunction with the Executive Manager Partnerships across QLD.
* Maintain and strengthen existing relationships with corporates, major givers, churches, businesses, and community groups.
* Contribute to the planning and implementation of expansion strategies for all fundraising opportunities across QLD.
* Present and speak at corporates, businesses, conferences, churches, and events as required to highlight the work of Destiny Rescue with the aim of engaging new supporters and partners.

**About You**

We are seeking a dynamic **Partnership Manager** with a history of delivering outstanding results in fundraising, relationships, corporate, sales, and frontline leadership. To be successful in this role, you will have at least five years of experience in corporate or major donor fundraising, with strong networks across the corporate and major gift space in Brisbane. You’ll be a driven, innovative, and dynamic leader, who is flexible in their communication style but also thrives in a changing environment and is able to pioneer new opportunities across the state. Passion for the cause is essential.

**Selection Criteria**

**Essential criteria**

* At least five years of experience in corporate or major donor fundraising, with demonstrated success in engaging with corporates, major donors or churches for fundraising in not-for-profit organisations.
* A demonstrated capacity to build the influence and impact of an organisation by developing and managing relationships with external stakeholders
* Proven track record of generating significant gifts from high net worth individuals or corporates
* Exemplary communication skills, including persuasive negotiating and public speaking abilities
* Exemplary interpersonal skills, including the ability to network with people of diverse ages and backgrounds
* Strong knowledge of Brisbane and QLD, with strong existing networks across either corporate or churches.
* Tertiary qualifications in Sales, Marketing, Communication or equivalent experience
* Knowledge of Customer Relationship Management software (e.g. Salesforce) and processes
* Experience in a relationship building role (e.g. salesperson, customer service, account management)
* Well-developed administrative skills
* Current drivers licence
* Current passport or willingness to secure one

**Desirable Criteria**

* Ability to identify and utilise new technologies to support relationship management
* Knowledge of the fight against human trafficking and international development.

#### How to apply for this role

To apply, please forward a **cover letter, answers to the selection criteria and resume** to Sharyn Longhurst sharyn.longhurst@destinyrescue.org

Only applications which include a cover letter addressing the criteria will be considered.

For all enquires please contact:

Sharyn Longhurst
Destiny Rescue Australia

P: 1300 738 761

This position will remain open until a suitable candidate is found.