



# major donor manager

- High net worth sales experience considered
- Harness significant funds for children's health

The Children's Hospital at Westmead is the largest highly respected paediatric centre in NSW. It provides excellent care for 50,000 sick children annually from NSW, Australia and across the Pacific Rim. The \$20 million fundraised annually provides significant services for these children and their families in a family-focused, healing environment.

This role develops and implements quality strategies to work with high net worth and other committed supporters, corporations, trusts and foundations.

You will establish and maintain relationships and grow revenue through major gifts, grants and sponsorships.

You have experience in one-on-one donor or sales relationships, are able to 'make the ask' and can negotiate successful outcomes. Your strategic skills enable you to identify and nurture prospects to achieve targets.

A confident self starter, you can grasp the scope of the Hospital's work in order to tell the story, create tailored pitches and promote the need for financial support.

**If you are looking for the chance to play a crucial role in children's health, we want to hear from you. Send your resume to [cv@ngorecruitment.com](mailto:cv@ngorecruitment.com) quoting reference # 28353 or call Richard Green on 02 8243 0570.**



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