



The Heart Foundation is Australia's leading charity in the fight against heart, stroke and blood vessel disease. It funds world-class cardiovascular research, supports health professionals, health promotion and education, and assists people with cardiovascular disease. The Foundation's best-practice fundraising program ensures Australians continue to receive the very best heart health information and cutting edge research.

National Donor Relations Manager

- Senior fundraising opportunity
- Significant remuneration package

This role will ensure sustainable revenue by driving an integrated individual giving program. Your primary focus is to nurture and substantially grow the regular giving program, where donor acquisition, retention and upgrade will be central to your success.

Leading the national donor relations team, you will increase the number and value of active donors and maintain positive relationships to encourage ongoing and increased support.

You have a track record in managing a similarly complex, rapidly growing nationwide fundraising operation. You have a deep understanding and appreciation of best practice fundraising, including direct marketing, memorial giving, bequest, and major gift programs, along with highly developed financial and staff management skills. **Ref # 29624**

National Commercial Relations Manager

- Corporate experience welcomed
- Significant remuneration package

Your focus will be the acquisition of high value corporate supporters and commercial alliances. In addition to the establishment of national commercial opportunities, you will support the states and territories in generating financial and volunteer support from companies and community organisations.

You are ideally an experienced senior business developer with a track record in major gift fundraising or sponsorship in a philanthropic or cultural setting. Alternatively, you have successfully developed commercial partnerships in the private sector. Your maturity and experience will enable you to establish and nurture meaningful relationships resulting in new and significant donations, grants and sponsorships. **Ref # 29625**

National Direct Marketing Coordinator

- Strategic hands on role
- Extensive stakeholder liaison

This role will coordinate the day to day running of the direct marketing program, including direct mail, telemarketing and online. You will improve response rates, average gifts and donor retention and utilise donor communication strategies to drive higher returns. Working closely with donor relations staff throughout the country will be key to your role.

You possess demonstrated DM, analytical and budget skills and have created effective donor and customer development and reactivation campaigns. You are strategic, details driven and focused on results. **Ref # 29626**

If you would like to become part of the team fighting Australia's biggest killer then please call Olivia Ryan on 02 8243 0570 or send your resume to cv@ngorecruitment.com quoting the relevant reference number.

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R e c r u i t m e n t

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