



IMF Fundraising Manager

January 2024

About IMF

The Indigenous Marathon Foundation (IMF) is a registered health promotion charity with DGR status, founded in 2010 by Australian marathon world champion, four time Olympian and Australian of the Year, Robert de Castella AO MBE.

What we strive for... A reconciled, unified, and healthy Australia.

How we contribute... We support and celebrate Aboriginal and Torres Strait Islander peoples, cultures, strength, and achievements, through running (and walking).

We...

- Respect, recognise and celebrate Aboriginal and Torres Strait Islander peoples, cultures, perspectives, and aspirations.
- Improve the health, wellbeing, quality of life and physical literacy of Aboriginal and Torres Strait Islander peoples through running (and walking).
- Provide opportunities for Aboriginal and Torres Strait Islander peoples to inspire themselves, their families, communities, and the nation.
- Foster opportunities through running for reconciliation and education.
- Exemplify integrity and excellence in everything we do.

The IMF Board supports the Uluru Statement from the Heart and accepts the invitation to walk (and run) forward side by side with First Nations peoples.

The IMF has four key core programs using running and active and healthy lifestyles to drive change and create young, inspirational Australian Indigenous leaders from across Australia's remote, regional and urban communities. These key programs require ongoing fundraising to support future program growth and sustainability.

Opportunity

An opportunity exists for an experienced, dynamic, and passionate Fundraising professional who wants to make a difference to join the IMF's small team, preferably at head office in Canberra. The full time position will work closely with the IMF CEO and General Manager to develop and deliver IMF's Fundraising strategy to strengthen the Foundation's fundraising capacity and sustainability, and impact - with specific focus on philanthropy, sponsorships, campaigns, grants, events and bequests.

The ultimate goal long term goal is the establishment of a substantial endowment fund to mitigate year by year fundraising risk.



Job description

- Develop and lead implementation of IMF's Fundraising Strategy with a strong focus on developing philanthropy and IMF's endowment fund.
- Lead philanthropy acquisition and Donor stewardship
- Lead relationship management of donors and donor programs i.e., engage, acquire, retain and grow existing donors
- Oversee and action relevant Grant opportunities and applications
- Establish a clear pipeline and lifecycle for all IMF fundraising (including philanthropy partnerships, sponsorships, grants, events and bequests)
- Tie-in key partnerships and sponsors
- Lead management of IMF's CRM (Salesforce) for the purposes of fundraising and campaign management, and ensuring data integrity
- Ensure successful delivery of a small events portfolio including fundraising and community events
- Establish and manage a bequests program
- Understand, respect, and live the IMF Brand
- Renew fundraising licences in each Australian State and Territory

Skills and experience required

- Marketing or Business tertiary qualifications
- Demonstrated experience in developing and delivering a fundraising strategy
- Up to five years' proven fundraising experience and success i.e., demonstrated execution and results
- Thorough understanding of fundraising principles and ethics
- Ability to communicate effectively and interact across all audiences
- Time management and ability to prioritise competing deadlines
- Excellent written and verbal communication skills
- Team player, also able to work independently
- Willingness to travel and work outside normal working hours (with time in lieu available)

A flexible, friendly work environment is on offer for the ideal candidate who will be self-motivated, driven, passionate and sensitive towards Australia's Indigenous culture. Although we welcome applications from a wide range of applicants, our ideal candidate will be of Aboriginal and/or Torres Strait Islander heritage.

Remuneration

The fulltime position has a salary of \$110k plus (in addition to superannuation, LSL, and five weeks annual leave) depending on qualifications, experience, and results. As a registered charity, IMF can also offer employees significant Fringe Benefits Tax (FBT) salary packaging opportunities.

Applications

To apply for this opportunity and rewarding position that contributes a real difference to Indigenous Australians, please submit your CV and covering letter addressing the job description and required skills and experience, to Greg Wallace, General Manager IMF at greg.w@imf.org.au.