

Position Vacancy Individual Giving Manager



January 2024

Do you have a big heart but an even bigger desire to change things up a bit? Boy, do we have the job for you.

Here at Foodbank Vic, we like to do things a little differently. We're looking for an Individual Giving Manager who has some experience, knows what works, but has some big ideas about the future. We don't really have a PD, because that would be too limiting. No jokes.

If you're ready to take the next step, don't let this big old ad intimidate you. We back dynamic people who like to see change. So yeah, we've made some big calls here, and now it's time for you to do the same. Go on – we dare you. What have you got to lose...apart from a few shackles and the odd long meeting?

Why Foodbank:

We've been putting meals on the table for vulnerable Victorians since 1930. Meeting them where they are, on their terms, with solutions they need. Not only do we provide food to over 500 charities so they can feed their communities, but our direct distribution of free food is growing at a fast rate. From our 18-metre supermarket on a bus and Farms to Families fresh food regional markets, to our School Breakfast Club Program which now services over 1,000 Victorian schools, our coverage is expanding.

Why we're right for you:

Our mission is critical, our vision is bold, and our marketing plans are ambitious. You know that cliché 'no two days are the same'? Ours is more like 'no two hours are the same.'

What you'll do:

- Oversee effective functioning of all fundraising programs, including annual appeals, regular giving and one-off campaigns
- Productively and positively engage with key internal stakeholders, including Marketing and Communications and Executive Team, to ensure a coordinated approach to fundraising
- Develop strategies designed to cultivate successful relationships with donors and achieve approved income targets
- Ensure that all department activities comply with relevant fundraising legislation, privacy legislation and FBV and FBA requirements.
- Responsible for tracking and reporting funding to all relevant stakeholders.
- Effective and productive management of direct reports, suppliers and volunteers within the department.
- Develop and mentor the Supporter Care team to ensure the highest standards of customer service are met with respect to all donors.
- Perform regular reviews with employees, identifying and resolving performance issues, training and development requirements.
- Maintain a climate that attracts, retains and motivates staff and volunteers.

Why you're right for us:

- Strong project management skills with demonstrated ability to manage and support numerous stakeholders to successfully deliver business outcomes within defined timelines.
- Excellent track record of relationship engagement and management with both internal and external stakeholders.
- Previous experience in using Salesforce highly desired.
- Thrive working independently and positively within a team environment
- Passionate about our vision of healthy food for all.
- Able to live and breathe our values of empowerment, accountability, integrity, diversity, equality and respect.

We can offer you:

- Access to salary packaging benefits to increase your take home pay
- Staff satisfaction rates above 80%
- An organisation focused on employee wellbeing
- Supportive team environment that embraces change and innovation

Keen to throw your hat in the ring?

- Check out our website and socials and get to know us before you apply.
- Review the Position Description on our website in the 'Careers' section www.foodbankvictoria.org.au and get to know us before you apply.
- Send us an up-to-date resume plus a cover letter OR 5 minute video that describes why this is your ideal role.
- Email your application to employment@foodbankvictoria.org.au
- Please contact Angelique Kondovasis on 03 9362 8399 for any questions.