

Position Description

Title	Key Relationships Lead
Business Unit	External and Fundraising Partnerships Community and External Relations
Location	130 Lonsdale Street, Melbourne
Employment type	Full Time, Ongoing
Reports to	Manager, External & Fundraising Partnerships

About Uniting

Uniting Vic.Tas is the community services organisation of the Uniting Church. We've been supporting people and families for over 100 years. We work alongside people of all ages in local communities in Victoria and Tasmania. Our services reach to Albury-Wodonga in the north, Mallacoota in East Gippsland, the Wimmera region in the west, and across Tasmania.

We empower children, young people and families to learn and thrive. We're there for people experiencing homelessness, drug and alcohol addiction or mental illness. We support people with disability to live the life they choose. We assist older people to maintain their independence and enjoy life. We provide opportunities to access training and meaningful employment. We're proud to welcome and support asylum seekers to our community. We work to empower people with the information, skills and tools they need to live a healthy, happy life.

As an organisation, we work in solidarity with Aboriginal and Torres Strait Islander people as Australia's First Peoples and as the traditional owners and custodians of this land. We celebrate diversity and value the lived experience of people of every ethnicity, faith, age, disability, culture, language, gender identity, sex and sexual orientation. We welcome lesbian, gay, bisexual, transgender, gender diverse and non-binary, intersex, and queer (LGBTIQ+) people at our services. We pledge to provide inclusive and non-discriminatory services.

Our purpose: To inspire people, enliven communities and confront injustice

Our values: We are imaginative, respectful, compassionate and bold

1. Position purpose

Responsible for the acquisition and cultivation of high value individual relationships and corporate partnerships focused on developing long-term relationships with committed and passionate supporters

2. Scope

Budget: nil

People: nil

3. Relationships

Internal

- Operational General Managers
- Mission and Inclusion
- Finance

External

- The Synod of the Uniting Church in Victoria and Tasmania
- Uniting Church congregations
- External suppliers (agencies)

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- Sector partners and peak bodies
- Existing and future corporate partners
- Individual high-value donors

4. Key responsibility areas

Service delivery

- Identify, cultivate, solicit and engage in quality relationships with high level individuals and prospects to ensure a solid support pipeline is built and secures increased levels of future giving in line with the overall Fundraising 5-year Strategy
- Implement and manage a metrics-based supporter-centric acquisition and cultivation program for high value supporters that include philanthropic individuals, corporate supporters and confirmed bequestors.
- Manage all aspects of this program to enhance supporter experience as well as increasing lifetime value
- Work with operational services to identify opportunities for philanthropic or corporate support
- Feed in opportunities for corporate support, including in-kind donations, to other divisional activities
- As part of the Community and External Relations division, support multi-channel campaigns to enhance supporter experience as well as increasing lifetime value
- Working closely with service teams, identify supporter engagement opportunities including sites visits and events

Administration & Finance

- Provide monthly progress reports based on agreed KPIs, particularly relating to supporter contacts and in line with program outcomes
- Ensure all interactions are recorded in the appropriate CRM(s)

People and teams

- Undertake regular supervision and performance review with line manager, providing feedback to promote collaborative working relationships
- Promote and maintain a positive, respectful and enthusiastic work environment

Legal requirements & risk management

- Ensure all legal, funder and statutory requirements pertaining to the position are met including serious incidents, reportable conduct, and mandatory reporting (child safety)

Personal accountability

- Compliance with Uniting's values, code of conduct, policies and procedures and relevant government legislation and standards where relevant.
- Cooperate with strategies to actively ensure the safety, protection and well-being of children who come into association with us.
- Ensure appropriate use of resources.
- Work collaboratively with Uniting (Victoria Tasmania) employees and external stakeholders in accordance with Uniting's values and professional standards of behaviour.
- Actively participate in initiatives to maintain, build upon and promote a positive and collaborative workplace.
- Identify opportunities to integrate and work collaboratively across teams.
- Take reasonable care for your own health and safety, and health and safety of others (to the extent required).
- Promote a positive safety culture by contributing to health and safety consultation and communication.

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- Promptly respond to and report health and safety hazards, incidents and near misses to line management
- Attend mandatory training sessions (i.e. equal employment opportunity, health, and safety) and mandatory training specific to position.

5. Person specification

Qualifications

- Tertiary qualification in a related discipline, or industry-equivalent qualification or equivalent experience

Experience

- At least 5 years' experience in a fundraising role for a Not-for-Profit organisation
- Experience with relationship management of high value supporters
- Program management including budget management, reporting and data analysis are required

Core selection criteria

- **Values alignment:** ability to demonstrate and authentically promote Uniting's values
- **Stakeholder management:** ability to understand, relate to and manage diverse and difficult stakeholder needs
- **Problem solving:** proven high level of analysis and complex problem solving.
- **Teamwork:** willingness to be proactive and help others, contribution to the continuous improvement of a positive, collaborative and effective work environment.
- **Communication:** Outstanding verbal and written communication, ability to relate meaningfully to people at all levels and ability to explain complex technical matters clearly and succinctly.
- **Self-management:** ability to manage multiple tasks and competing priorities.
- **Certificates, licences and registrations:** Current National Police Record Check; and Working with Children Check.

6. We are a child safe organisation

Uniting is a child safe organisation and is committed in everyday practice to ensure the safety and wellbeing of all children, at all times. As a child safe organisation, employment with Uniting is subject to a satisfactory national (and international where relevant) police check and relevant Working With Children Check (and NDIS Worker Screening Check where relevant) to your State prior to commencement of any paid or unpaid work and/or participation in any service or undertaking.

This position description is subject to review and may change in accordance with Uniting's operational, service and consumer requirements.

7. Acknowledgement

I have read, understood, and accepted the above Position Description

Employee

Name:

Signature:

Date: