

YOUTH OPPORTUNITIES



Are you the next
Major Gifts Lead
we're looking for?



youthopportunities.com.au



[/youth-opportunities-australia-limited](https://www.linkedin.com/company/youth-opportunities-australia-limited)



Individual Giving Lead (Philanthropy)

Role Summary

About us:

Youth Opportunities has been delivering personal leadership programs and wraparound support for over 25 years, and has since supported more than 15,650 Personal Leadership Program graduates - positively impacting their schools, families, and communities.

We are in an exciting phase of growth as we expand our services nationally through Accelerate — a licenced model of our flagship Elevate Personal Leadership Program.

Purpose of the role:

As the Major Gifts Lead, you will play a crucial role in fostering connections with high-value stakeholders and individuals interested in leaving a lasting impact through Major Gifts and Gifts in Wills. Reporting directly to the Fundraising and Marketing Manager, you will oversee the execution of private giving activities, community development groups, and stakeholder relationships.

What we are looking for:

A passionate fundraiser with at least three years' experience in Fundraising or Philanthropy, ideally with expertise in Major Gift solicitation.

Someone who is self motivated and has excellent interpersonal and influencing skills to cultivate, steward and nurture relationships with prospective and existing donors.

The

Individual Giving Lead

is:

- Permanent, full time position
- Adelaide based
- Reports to the Fundraising and Marketing Manager
- Travel will be required at times
- Flexible work practices supported

YOUTH OPPORTUNITIES

Vision

A world where all young people have opportunities to be their best.

Mission

Create opportunities for young people to develop lifelong skills, habits & confidence to thrive.



What we do:



Our Personal Leadership Programs have been independently accredited by Beyond Blue's 'Be You' Programs Directory



The Social & Emotional Learning (SEL) and enterprise skills young people develop are aligned with the Australian Blueprint for Career Development



While our programs are valuable for all young people, we target schools with a high number of disadvantaged and disengaged students to ensure equity in opportunities for all

98%

of Youth Opportunities' graduates are taking more responsibility for making things happen in their lives*

*Sourced from Personal Leadership Program - 2022 cohort results



- Young people with Improved employability leading to the disruption of the cycle of disadvantage.
- Young people thriving in their own lives leading to stronger schools, families, and communities.
- Young people with improved psychological health leading to a healthier Australia for all.



With young people at the heart of our work

Youth Opportunities supported more than

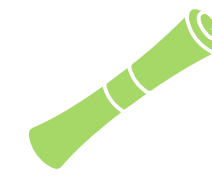
3,500

young people through:



59 face-to-face or blended personal leadership programs

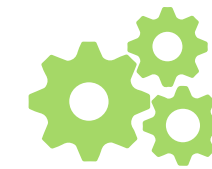
*includes specialised programs



awarding 93 school-based scholarships



8 online personal leadership programs

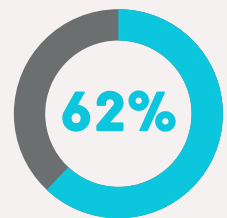


103 co-designed graduate workshops



PLUS

771 educators & caregivers engaged in workshops & webinars



62% of students reported that the Personal Leadership Program assisted them when applying for part-time work



72% increase in aspiring to attend TAFE



58% increase in aspiring to attend university



68% increase in aspiring to undertake an apprenticeship



In 2024, we are equipping young Australians to break barriers

With the backing of the Federal Government, and through strategic partnerships with schools in South Australia, New South Wales, Victoria, Western Australia, Northern Territory, Queensland and the Australian Capital Territory, we are building the capability of educators and school staff members to support the wellbeing and leadership of their students.

Through a place-based model, we are empowering our partners to have agency in the way in which they engage and contextualize our resources to their school and community, whilst drawing from and utilising our evidence-based framework.

By fostering strong connections with schools, local councils and funders across Australia, we are creating a network that supports and enables the growth and development of our organisation and the young people we serve.

IN 2023 WE :

- **Delivered 101+ programs**
- **To over 1,600 young people aged 15/16 in year 10**
- **Across 5 states (QLD, VIC, NSW, SA and ACT)**
- **In partnership with schools in each region**
- **And engaged with more than 1300 school community members including parents & caregivers**





What we are looking for?

Your Key Responsibilities

Cultivation and execution of individual giving including high value donors, major donors & Gifts in Wills

- Create and improve relationships with high-net-worth individuals and key stakeholders to secure significant financial support in accordance with targets.
- Manage a comprehensive planned giving program, including the cultivation and stewardship of high value giving, major gifts and gifts in wills.
- With support of Fundraising and Marketing Manager develop strategies and communications for giving campaigns and appeals.
- Work closely with legal and financial advisors to facilitate the process of planned giving.
- Monitor and report on donor giving metrics to acquire, retain and escalate giving.

Support the execution of Private giving events

- Support the execution of private giving events, including donor appreciation receptions, fundraisers, and other engagement opportunities.
- Work with the Events and Fundraising Officer to coordinate the development and delivery of private giving events.

Cultivation and execution of Community Development Groups

- Develop and project plan community development group processes, meetings and implementation strategies including the development of terms of references.
- Identify and collaborate with community leaders, organisations, and donors to form partnerships to support the delivery of services within a defined community.
- Work in collaboration with delivery team to oversee community budgets ensuring targets align with community service needs.
- Produce reports and acquittals for all funding received, with support of relevant team members.

Relationship Development and Management

- Help implement stewardship and recognition strategies for the supporter portfolio.
- Support effective relationships that involve the donor's philanthropic needs being met and lead to a high measured level of engagement in our work.
- Provide regular correspondence to donors to thank them for their involvement and their support.
- Identify and invite supporters to attend Youth Opportunities functions and events (including Graduations) and also attend these events as their connection to our cause as a means to embed relationships.
- Maintain high quality and up-to-date donor relationship status information in the CRM system.

Personal Abilities / Aptitudes / Skills

- A self-starter with high levels of internal motivation.
- Excellent interpersonal and influencing skills to cultivate, steward and nurture relationships with prospective and existing donors.
- Strong story-telling skills to engage and inspire the hearts and minds of philanthropists
- Confident and professional personal presentation.
- Results and solutions-focused mindset.
- Ability to manage budgets and multiple priorities simultaneously.
- Attention to detail and accuracy.
- Intermediate to advanced skills in Microsoft Office and data management software.
- Awareness and appreciation of youth issues across Australia.
- A positive personality consistent with the Youth Opportunities ethos of personal leadership.

Knowledge and experience

Essential

- At least three years' experience in Fundraising or Philanthropy, ideally with expertise in Major Gift solicitation.
- Proven ability to obtain and manage mutually beneficial sponsorship partnerships.
- Experience in managing and overseeing major events and campaigns.
- Experience developing marketing plans, activities and budgets in a charity or business setting.
- Experience managing external providers and suppliers.
- Strong organisational skills with evidence of delivery to deadlines.
- Strong negotiation skills.
- Knowledge of supporter engagement processes (such as ladder of engagement) and their application to fundraising and supporter development.
- Experience with CRM systems and CMS systems.

Desirable

- Demonstrated experience in public speaking and presenting to groups.
- Demonstrated experience developing presentations and proposals.
- Knowledge of Corporate Social Responsibility and its application to philanthropic partnerships.

Special requirements

- Out-of-hours work. This position may be required to undertake out-of-hours work to attend fundraising events and meetings with current and potential supporters. We have flexible working arrangements and TOIL available.
- Driver's licence. This position requires a current driver's licence as it is required to travel to meetings and events on a regular basis. Also the availability and willingness to utilise your private vehicle for local and regional travel recording the KM's for reimbursement.
- National Police & Working with children checks. The incumbent will be required to undertake a National Police Check, along with Working with Children Check (WWCC) for this role.



Values

All Youth Opportunities staff are expected to role model, encourage and demonstrate behaviours consistent with our values.

With young people at the heart we:

- Do the right thing and do it well
- Empower others
- Choose a growth mindset
- Inspire with passion
- Demonstrate gratitude
- Engage partners to get the best outcomes

If you love building meaningful relationships and cultivating philanthropic support for an organisation dedicated to empowering young people, we encourage you to apply for this vital role.

We highly encourage Aboriginal and/or Torres Strait Islander people to apply.

Youth Opportunities does not discriminate on the basis of race, colour, ancestry, national origin, sexual orientation, age, citizenship, marital or family status, disability, gender identity or expression, veteran status or any other legally protected status. Please let us know if we can make the recruitment process more accessible to you.

Your mindset

- You put young people at the heart of everything you do.
- You value and respect the perspectives of young people who are at risk, and you are prepared to work effectively with and for them.
- You create space for young people to lead.
- You respect and value First Nations people and culture, as a First Nations person and/or ally.
- You are comfortable in a complex environment, staying focused on outcomes and adapting your approach as needed.



Join our team!