

Position Description

National Director | Growth

The National Director | Growth has the following primary areas of responsibility:

Representing ACL to donors and potential donors in various contexts; and

Overseeing and developing ACL's fundraising and donor care programs.

Oversee strategy for growth in ACL supporters and donors

In pursuing these primary areas of responsibility, the National Director | Growth will engage in the following:

Key Accountabilities:

Effectively convey the organisational strategy, purpose, and culture through the donor care program and donor relationships – keeping donors informed of ACL's activities;

Consistently meet and speak with major donors, fostering personal connections, including through regular travel.

Help develop reports, briefs and prospectuses to inform donors, and secure and maintain support.

Facilitate careful engagement between key donors and the CEO and the organisation more generally.

Speak for ACL in approved contexts where fundraising is contemplated – such as business groups, societies, and forums.

Take primary responsibility for the design, content, and timing of ACL's fundraising campaigns, in collaboration with the Director of Communications.

Support the development of effective fundraising digital platforms.

Over time, create an adequate and effective fundraising department within ACL, to resource all relevant aspects of donor care – minor, mid-level, and major gifts.

Grow and lead a small team.

Maintain alignment with ACL strategy and culture.

Foster effective team leadership and stakeholder relations.

Develop and maintain healthy, active donor relationships.

Design effective campaigns.

Maintain personal Christian testimony.

Represent ACL at a high level of professionalism and credibility.

Within three (3) years, be responsible for gifts that represent approximately 10 times your annual salary in a single financial year.

Selection criteria:

Evidence of exemplary faith and Christian character

You are an active member of your Catholic, Protestant or Orthodox Church.

Demonstrated capacity to perform the responsibilities and deliver on the key accountabilities.

Commitment to ACL's vision.

Very strong interpersonal skills;

Ability to use and engage with technology.

Applications to

jobs@acl.org.au

Enquiries to

dan.flynn@acl.org.au

Applications close 23 June 2023