

Corporate Relationships and Fundraising Manager

About AWLQ:

AWLQ is one of Queensland's most dynamic and best-loved charities. Our organisation is the leader in the zero euthanasia movement nationally and is considered a national leader in animal welfare. AWLQ locally provides a safe haven for close to 10,000 stray and homeless animals each year, while also assisting other communities in saving homeless animals.

In addition to our shelter work, we are committed to keeping pets and people together by providing lifesaving support and resources to people in need with companion animals. We are known for our grassroots and innovative community-based animal welfare work including working with councils and pounds to save more lives, our community vet clinics, Getting to Zero, Golden Hearts Seniors' Support Program and the National Desexing Network.

About the Role:

We are seeking a talented Corporate Relationships and Fundraising Manager to generate, lead and oversee the development and growth of fundraising income.

Key Responsibilities Include:

- Generate income growth through managing fundraising activities in accordance with our charter and marketing strategy
- Develop and implement strategies to source, engage and maintain corporate donors, partners/sponsors, and individual donors
- Manage and grow kennel sponsorship programs and related fundraising programs
- Drive and implement Workplace Giving programs and manage development and retention of participating companies
- Impact the profitability of AWLQ through strategic and tactical business decisions resulting in retention of current corporate support and growth in new support and partnerships
- Oversee the development of marketing collateral in collaboration with the Business Development Team to be used for fundraising events including for distribution to corporates and donors

- Prepare and deliver presentations to corporates and sponsors to increase awareness and appreciation of the work of Animal Welfare League Qld
- In collaboration with the Business Development Team develop and oversee the annual fundraising campaigns
- Update and maintain an accurate donor and supporter database
- Manage resources within set budgetary guidelines according to AWLQ policy and within ethical corporate governance

The ideal candidate will meet the following selection criteria:

- Bachelor of Business or equivalent
- 10+ years of Business Development, Sales experience, Fundraising and Marketing experience
- Confident computer skills in Microsoft office suite and similar packages
- Technologically advanced, with the ability to quickly learn and apply various Information technology systems
- Not-for-profit fundraising experience (Desired)

How do I apply?

Please forward your CV and selection criteria response to hr@awlqld.com.au

AWLQ would like to thank all applicants for applying. Only shortlisted candidates will be contacted.

To apply please [Click here](#)