



Fundraising Director

Organisation: MND Australia

Employment type: Full-time

Location: Canberra & ACT

Reports to: Chief Executive

Salary: Commensurate with experience, plus superannuation and salary packaging benefits

About MND Australia

MND Australia is the national peak body for people living with motor neurone disease (MND), their families and carers. We work collaboratively with state MND associations, researchers, healthcare professionals, government and the broader community to improve the lives of Australians impacted by MND.

Our work spans national advocacy, research, information and awareness, with a commitment to ensuring people living with MND have access to the care, support and services they need, while advancing progress towards a world free from MND.

About the Role

MND Australia is seeking an experienced, commercially minded Fundraising Director to grow sustainable income, with a primary focus on developing corporate partnerships and supporting the successful delivery of a key fundraising initiative.

This role combines strategic business development with hands-on fundraising and campaign delivery. It requires someone who can identify opportunities, open doors, build compelling proposals and convert relationships into measurable financial support.

Two priorities will shape the role: building and retaining a portfolio of corporate partners, and providing dedicated fundraising, partnership and marketing support for a key fundraising initiative. Working with the Chief Executive, the initiative lead and key supporters, the Director will help translate the initiative's vision and networks into a practical fundraising plan and lasting supporter relationships.

Working closely with the Chief Executive, Communications Director and broader MND Australia team, the Director will also strengthen the fundraising practices for MND Australia. These activities will complement the two priority areas and support the organisation's longer-term income growth.

The successful candidate will be comfortable operating at both a strategic and operational level, with the ability to build programs from the ground up while managing the day-to-day delivery of fundraising activities.

Role Purpose

To grow and diversify MND Australia's fundraising income by securing and strengthening corporate partnerships and supporting a key fundraising initiative, backed by effective fundraising marketing, donor engagement and stewardship.

Key Accountabilities

1. Corporate Partnership Development and Stewardship

- Develop and implement a corporate partnerships strategy that secures new income and builds long-term relationships aligned with MND Australia's purpose and priorities.
- Build and actively manage a qualified prospect pipeline, researching suitable businesses, identifying decision-makers and progressing opportunities from introduction through to proposal, agreement and renewal.
- Develop tailored partnership propositions and sponsorship packages that connect business objectives with demonstrable impact for people affected by MND.
- Personally lead approaches, presentations and negotiations to secure financial support through sponsorships, corporate philanthropy, workplace giving, matched giving and employee fundraising.
- Agree partnership scope, financial commitments, benefits, deliverables and reporting arrangements, with documented agreements and approvals in line with organisational delegations.
- Manage and steward a portfolio of corporate partners, coordinating activations, employee engagement, recognition and impact reporting, and identifying opportunities for renewal and increased support.
- Work with the Chief Executive, Board and existing supporters to identify introductions and strengthen relationships with senior business leaders.
- Assess partner suitability and reputational risks in line with organisational policies. Monitor cash income, in-kind contributions, delivery costs, pipeline conversion and partner retention against agreed targets.

2. Support for a Key Fundraising Initiative

- Work with the Chief Executive, the initiative lead and key stakeholders to support the planning, launch and delivery of a key fundraising initiative, with agreed responsibilities, approvals and reporting arrangements.
- Translate the initiative's objectives into a practical fundraising and partnership plan, including income targets, audiences, budgets, milestones and measures of success.
- Identify and secure corporate sponsors, matching gifts and other financial or in-kind support aligned with the initiative, drawing on the networks of its supporters and partners.
- Coordinate agreed fundraising workstreams, including proposals, supporter engagement, donation pathways, campaign activity and event or partner activations, tracking progress and escalating risks or delays.
- Work with the Communications Director to develop the initiative's fundraising proposition, campaign messaging and supporter materials, ensuring consistent branding and clear calls to action.
- Support relationships with prominent individuals, sporting organisations, ambassadors and other partners, ensuring their involvement is well coordinated and commitments are followed through.
- Provide progress and financial reports, evaluate net income and supporter engagement, and implement stewardship and follow-up activity that builds lasting support beyond the initiative.

3. Fundraising Strategy and Growth

- Develop and implement a fundraising strategy that prioritises corporate partnership growth and support for the key fundraising initiative, while building sustainable income across the wider program.
- Assess opportunities across individual giving, regular giving, major gifts, community fundraising and events, and prioritise investment according to income potential, capacity and organisational objectives.
- Develop compelling fundraising propositions that clearly communicate the impact of donor support.
- Agree annual income targets, budgets and performance measures with the Chief Executive, including targets for corporate partnerships and the key fundraising initiative.
- Identify opportunities to convert increased public awareness and engagement into long-term financial support.
- Monitor fundraising performance, analyse results and continually optimise campaigns to improve return on investment.

4. Fundraising Operations and Performance

- Manage fundraising budgets, campaign expenditure and supplier relationships.
- Oversee the effective use of fundraising systems, including donor CRM, email marketing and online donation platforms.

- Provide regular reports on income and net return, corporate prospect pipeline and conversion, partner retention, initiative milestones, campaign performance, and donor acquisition and retention.
- Work with finance and relevant internal teams to ensure accurate donation processing, receipting, reconciliation and financial reporting.
- Ensure fundraising activities comply with relevant legislation, privacy requirements, fundraising regulations and organisational policies.
- Identify opportunities to improve fundraising processes, systems and operational efficiency.

7. Collaboration and Stakeholder Engagement

- Work collaboratively with MND Australia's leadership, communications, advocacy, research and operational teams to align fundraising with organisational priorities.
- Build productive relationships with state MND associations, coordinating approaches to shared corporate prospects and supporters and agreeing responsibilities, recognition and income arrangements for joint activity.
- Develop trusted relationships with ambassadors, high-profile supporters, donors, corporate partners and other external stakeholders.
- Represent MND Australia professionally at fundraising events, partnership meetings and relevant industry forums.
- Contribute to a positive, collaborative and high-performing organisational culture.

About You

You are an experienced fundraiser and relationship builder who combines strategic thinking with commercial judgement, initiative and a strong focus on results.

You have a demonstrated ability to identify corporate prospects, secure meaningful financial commitments and build partnerships that retain and grow support over time.

You are equally comfortable meeting a prospective partner, preparing a tailored proposal, coordinating a fundraising campaign or analysing results. You take ownership of agreed workstreams and keep stakeholders informed.

You can support a high-profile fundraising initiative with sound planning, practical delivery and careful relationship management, working collaboratively with its lead, senior stakeholders and internal colleagues.

Most importantly, you are motivated by the opportunity to make a meaningful difference for Australians impacted by MND.

Skills, Experience and Attributes

Essential

- Demonstrated experience in fundraising, corporate partnerships, business development or a related field, preferably within the not-for-profit sector.
- Demonstrated success securing corporate partnerships or sponsorships that deliver financial outcomes, including prospect development, pitching, negotiation and achievement of income targets.
- Experience in donor acquisition, engagement and stewardship, including digital fundraising and individual giving.
- Strong marketing capability, including campaign planning, digital marketing, email marketing and audience engagement.
- Proven ability to retain and grow partner relationships through effective account management, delivery of commitments and clear impact reporting.
- Excellent written and verbal communication skills, including persuasive partnership proposals, business presentations and fundraising communications.
- Demonstrated ability to support the delivery of a significant fundraising initiative or campaign, coordinating stakeholders, budgets, timelines and agreed workstreams.
- Strong analytical skills and the ability to use data and insights to improve fundraising outcomes.
- A proactive, adaptable and collaborative approach, with the ability to work autonomously, prioritise competing demands and follow through on commitments in a small team.

Desirable

- Experience developing or launching new fundraising programs, campaigns or initiatives.
- Experience working with sporting organisations, high-profile individuals, ambassadors or celebrity-led campaigns.
- Experience securing multi-year corporate partnerships, workplace giving arrangements or matched funding for fundraising campaigns.
- Experience building or growing a regular giving program.
- Understanding of fundraising compliance, donor privacy and relevant Australian fundraising regulations.
- Experience working within a national peak body, health charity or federated not-for-profit organisation.
- Knowledge of motor neurone disease or a demonstrated interest in improving outcomes for people living with progressive neurological conditions.

What We Offer

- An opportunity to build corporate partnerships and support a key fundraising initiative alongside committed supporters and partners.

- Meaningful work that directly contributes to improving the lives of people impacted by MND.
- A collaborative and purpose-driven team environment.
- Salary packaging benefits available through our not-for-profit status.
- Opportunities for professional development and growth.
- Flexible working environment with up to two days per week working from home.

How to Apply

Please submit your CV and a cover letter outlining your relevant experience and why you are interested in joining MND Australia to info@mndaustralia.org.au by COB Wednesday 11 November.

MND Australia is committed to creating an inclusive and accessible workplace. We welcome applications from people of diverse backgrounds, experiences and abilities, including people with lived experience of disability or MND.