

## Strategic Fundraising opportunities

The Mito Foundation continues to develop and expand our fundraising program and we are looking for passionate and tenacious individuals to join us as we endeavour to improve the lives of Australians impacted by mitochondrial disease (mito). This is an opportunity to shape our strategic fundraising strategy for the next three years and beyond, and create a role that suits you.

We know there is a lot involved in strategic fundraising and we have a lot to learn. We are open to structuring roles to the right person or multiple people to achieve our goals across the following areas:

- **Developing the Fundraising Strategic Plan:** alongside the development of our three-year strategic plan, annual plans are developed and implemented for each financial year.
- **Trust and Foundation management:** current and potential opportunity management, grant applications partnering with our Services team to develop new funded programs.
- **Major Donor, Corporate and Bequest management:** current and potential opportunity management, partnering with our Communications team to implement effective communications/promotion campaigns.
- **Capacity/Capital Campaign development and implementation:** review/refine existing capacity/capital campaign strategy, engage with identified leads for direct ask, identify new leads for possible support (extension of Major Donor management).
- **Partnering** with the Direct Fundraising Manager to support all aspects of fundraising including appeals, community fundraising, events and regular giving.
- **General management** of the fundraising income budget, future opportunities pipeline, research and trend analysis and the donor management database (in conjunction with Direct Fundraising Manager).

### The Organisation

Mitochondrial disease is a potentially fatal genetic disorder that robs the body's cells of the energy they need to thrive. Only recently identified and originally thought to be a rare disorder (affecting 1 in 20,000 people), it is now known that 1 in 5,000 live births will result in a life-threatening form of mitochondrial disease. Furthermore, 1 in 200 people carry genetic mutations that put them at risk of developing milder forms of the disease or unknowingly passing the disease on to their children.

The Mito Foundation supports the mito community whilst seeking a cure through vital support services and by funding impactful research.

**HELP SHAPE THE FUTURE OF A BURGEONING CHARITY MAKING A REAL DIFFERENCE!**

### **The Candidate**

Mito Foundation is looking for an experienced strategic fundraising manager that can hit the ground running. You will have the ability to make the direct ask of key donors, in an appropriate and tactful way. You will be dynamic, confident and a great communicator, whilst at the same time having a strategic mind and keen eye for detail. Our small team works collaboratively, ensuring the core values are realised and the mito community is at the forefront of everything we do.

The successful candidate will have:

- A strong track record of fundraising success, particularly within strategic fundraising
- Experience of developing and implementing a fundraising strategy and budget
- Exemplary written and verbal communication skills
- An understanding of publicity, social media and digital communications
- The passion to get behind our great cause and make a difference

Based in Surry Hills, Sydney, Mito Foundation offers flexible and family friendly working arrangements with attractive salary packing options leveraging the foundation's FBT exemption status to maximise your take home pay.

Please send a cover letter and a copy of your resume to Toni Catton, General Manager at [info@mito.org.au](mailto:info@mito.org.au) or reach out to Toni on (02) 8033 4113 with any questions before applying.

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