

## Fundraising Manager - Regular Giving

### The Organisation

Responding to the challenges of global poverty in a contemporary world, Tearfund ([tearfund.org.nz](http://tearfund.org.nz)) works with development partners and the world's most vulnerable people as they struggle to feed their families, cope with disasters, confront exploitation and build a better future. The Fundraising Team is responsible for generating the funding to deliver life changing programmes.

Tearfund is one of New Zealand's leading NGO's, with strong year-on-year growth. This year we'll raise over \$15m to fund work with 29 partners in 24 countries across the developing world. We are a highly-respected charity that inspires people to give, learn and advocate against injustice.

Our mission statement is: "Motivated by Jesus, we encourage Kiwis to act for justice to relieve poverty among the world's most vulnerable people".

Tearfund has a challenging and diverse body of work, including child sponsorship, anti-trafficking and exploitation, disaster risk reduction, relief and recovery, and community development via enterprise, water, health and education. We have over 40 specialist staff who work out of our Mt Roskill, Auckland office to support the growth and effectiveness of these programmes.

### The role

This is an exciting time to be joining our expanding Fundraising team. Your experience in donor acquisition and retention; donor advocacy and relationship building will be highly valued.

You'll need to combine creativity with strong project management to lead cross-functional teams to deliver strong revenue results. Owning the supporter journey and leading the Supporter Relations team, your ability to inspire, coach and develop others will be important.

Ideally, you'll have some or all of the following:

- A degree in Marketing, Communications or a related field
- 4+ years' experience working in fundraising, marketing communications or product management.
- Experience using CRM databases with an understanding of customer segmentation and behaviour analytics, donor trend metrics and profiling
- Demonstrated success in the project management of multi-platform marketing campaigns or fundraising appeals
- Ideally some experience with customer retention strategies
- Strong interpersonal skills
- People management experience
- Excellent oral and written communication skills
- A flexible approach to work and a willingness to get involved in all necessary department activities

This is a great opportunity to join a busy, talented and motivated team who are committed to continuous improvement. The role is full-time with the potential for some flexibility.

To discuss the opportunity further please call Elke on 021802213 or Angela on 021 357 708. To apply please include a cover letter with your CV.