



CANDIDATE INFORMATION PACK
Head of Philanthropy
Wesley Mission





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Role Summary

Organisation:

Wesley Mission

Job Title:

Head of Philanthropy

Reports to:

Executive General Manager,
Marketing & Fundraising

Direct Reports:

- Philanthropy Manager

Job Type:

Full-time permanent role

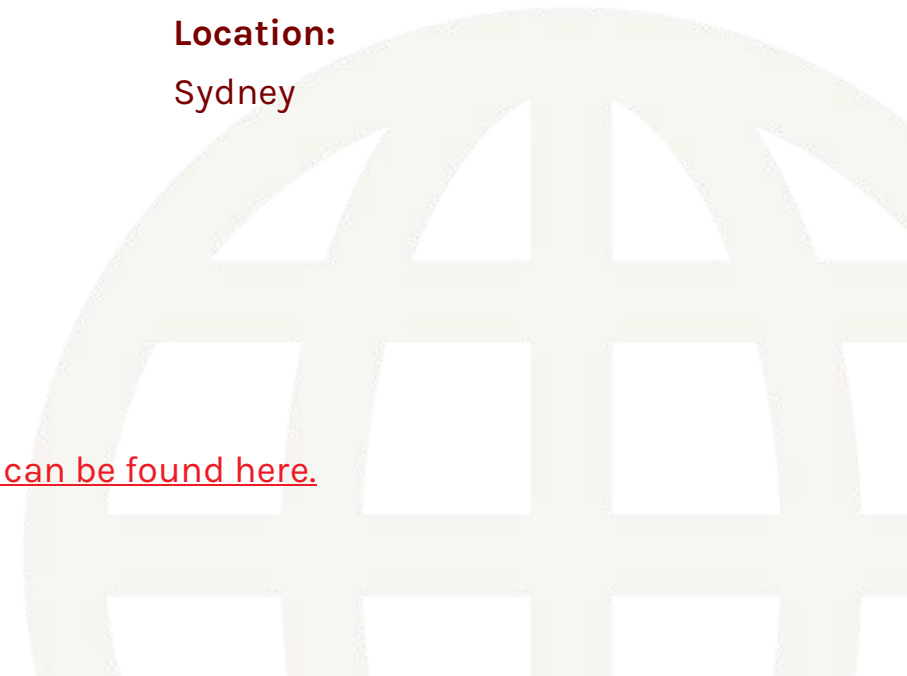
Expected Salary:

An attractive salary will be offered including salary packaging and additional benefits.

Location:

Sydney

[The full position description can be found here.](#)



Background Information

Wesley Mission is a faith-based organisation delivering essential services and advocacy to support people and communities across New South Wales, the ACT and nationally, including through programs such as Lifeforce suicide prevention.

Guided by its promise of “driven to do more good because every life matters”, Wesley Mission combines frontline service delivery with a strong advocacy voice, working not only to support individuals and communities, but to address the systemic drivers of disadvantage.

Operating across aged care, housing, disability, mental health and community services, Wesley Mission is uniquely positioned to deliver both direct impact and long-term social change.

Over recent years, Wesley Mission has invested significantly in transforming its marketing and fundraising capability, including a refreshed brand, new website, stronger strategic marketing capability and a growing fundraising function. Philanthropy has been identified as a major strategic priority, with strong support from the Executive Leadership Team and Board to build long-term philanthropic growth.

Benefits & Culture

- Purpose-led organisation combining service delivery with advocacy and reform
- Strong executive and Board support for philanthropy growth and investment
- Collaborative, values-driven culture with autonomy and executive exposure
- Executive salary package with hybrid working arrangements



Read more on [the Wesley Mission website](#).
Access [the Wesley Mission Constitution here](#).
[Access their ACNC profile here](#).

Key Responsibilities

Reporting to the Executive General Manager, Marketing & Fundraising, this position will lead Wesley Mission's philanthropy strategy and growth across major donors, high-net-worth individuals, trusts & foundations and corporate partnerships.

This is a strategically important leadership role, tasked with building on the strong foundations already established while shaping the next phase of philanthropic growth for the organisation.

Working closely with the executive, CEO, Board and senior operational leaders, you will deepen donor engagement, strengthen fundraising capability and drive sustainable revenue growth.

Importantly, this role is not about starting from scratch. Significant groundwork has already been completed, including strategy development, case for support refinement, donor identification and foundational philanthropy infrastructure. You will bring the judgement, ambition and strategic capability to build on this momentum and translate it into long-term growth.

Key responsibilities include:

- Leading and implementing philanthropy strategy across major donors, HNWIs, trusts & foundations and corporates
- Growing and strengthening Wesley Mission's major donor and HNWI pipeline
- Building compelling fundraising propositions, donor engagement plans and cases for support
- Developing strong internal relationships across programs, leadership and church networks
- Driving supporter acquisition, stewardship and long-term relationship management
- Leading and mentoring a growing philanthropy function
- Contributing to broader fundraising and organisational strategy through to 2028 and beyond



The Candidate

You are an experienced and relationship-driven philanthropy leader with a proven ability to grow income, build strategic relationships and create momentum within complex organisations.

You may currently work within a major charity, university, hospital, faith-based organisation or sophisticated fundraising environment and are motivated by the opportunity to help shape a significant growth phase within a highly respected organisation.

You will bring:

- Demonstrated success in major gifts, trusts & foundations and/or corporate fundraising
- Strong strategic fundraising capability, including growth planning and pipeline development
- Experience building trusted relationships with senior stakeholders, donors and partners
- Ability to balance ambition with pragmatism and long-term sustainability
- Experience building or scaling philanthropy functions, programmes or portfolios
- A proactive, self-directed and outcomes-focused working style
- Strong leadership capability, with the ability to mentor and support a growing team

Most importantly, you will bring the energy, humility, relational capability and cultural alignment required to thrive within a values-driven Christian organisation.

An alignment with, and ability to work within, the ethos and values of a Christian organisation is important. Experience engaging with faith-based communities or church networks will be highly regarded.

[To apply please follow this link.](#)

Next Steps

Your Application:

- Please [read the complete position description](#) and follow [this link to apply online](#).
- As we have a rolling model of recruitment there is no closing date for this role, and we recommend you apply as soon as possible.
- With your application, please include your CV and a cover letter that addresses the skills required section of the advertisement.
- Receipt of your application will be acknowledged and you will receive updates as you move through the process, including if you have been selected for interview.

FAQs

What is the closing date for applications?

As we have a rolling model of recruitment, we assess applications as they are submitted; this means that we do not recruit to closing dates and recommend you apply to the opportunity as soon as you can to ensure you don't miss out. [Please use this link to apply.](#)

Is my background suitable for the role?

Our clients brief us extensively on their roles; when writing the advertisements, we take great care in outlining the brief and gaining our client's approval before publishing. When considering your experience and suitability for a role, we encourage you to have a close look at the "Key Responsibilities" page; if you identify with what's outlined, please submit your application.

We recommend thoroughly reading the "Candidate" page of this document when writing your 1-2 page cover letter, as we have included the key essential competencies of a successful candidate there.

Once candidates are shortlisted, the client or role may require a more detailed response to the selection criteria within the job description; we find this saves you time on the application process.

Can you tell me more about what the client is looking for?

The best way to self-assess your suitability for the role is to [read through the full position description](#), the "Key Responsibilities" and the "Role" sections of this document.

We have in-depth discussions with any successful candidates and provide you with a full brief before any interviews you may have with our client.

Can you consider someone part-time?

This is a full-time role. Part-time arrangements are not considered.

Can you tell me more about the client?

To get to know the client a bit better, we encourage you to [visit the Wesley Mission website](#) and [explore their LinkedIn page](#).

When is the start date?

Recruitment has commenced for this role, which means our client is ready to select the right person; this should happen within the coming weeks as we move through the process. Clients prefer that the successful candidate starts as soon as they have worked out their notice period, however the start date is usually able to be negotiated.

Location/can you consider a remote worker?

The role is based in Sydney and offers flexible working arrangements. Remote workers are not considered.

Salary guide

An attractive salary will be offered including salary packaging and additional benefits.

What are the key objectives for the board/future direction of the organisation / key challenges in the role / is it a newly created role / why is the position available etc.

We will answer these sorts of questions as part of the discussion we have with the identified candidates of interest; however, we use the advertisement's tone to indicate if the client has a growth agenda or is looking for someone to bed down current programs. If it is a newly created role, we will state this within the advertisement or position description. Any research you may have done through the suggested channels above will also give you insight into the intentions for a role within their organisation.