



## Head of Development, Australia

### About us

[The Life You Can Save](#) is a leading global nonprofit organisation dedicated to changing the lives of people living in poverty. Our co-founder and Princeton Professor [Peter Singer](#)—dubbed



by some as the “world’s most influential living philosopher” and named by *Time Magazine* as one of the 100 most influential people in the world—has worked tirelessly over the past 50 years to reshape the philanthropy landscape and help create a culture focused on more and better giving, including by the very rich. Since inception, we’ve worked to introduce the ideas from Professor Peter Singer’s book, [The Life You Can Save](#), to new audiences and empower donors to make the greatest impact possible. Having raised more than \$100M through our proven model, we make high-impact giving simple by conducting research to identify nonprofits running highly impactful programs that address the multiple

dimensions of poverty. We invite you to join our community of global citizens who are leading with transformational philanthropy to prove that the end of global poverty is within reach.

### The opportunity

Ask yourself: if you had the opportunity to play a vital role in ending the suffering of millions of people—or even just one person—would you take it? Every day across the globe, our team at The Life You Can Save is working tirelessly, united by the belief that we have never been closer to achieving our vision: a world where there’s no suffering or death due to extreme poverty. As the organisation moves forward under the dynamic leadership of two new Co-CEOs, we are seeking a highly innovative and entrepreneurial Australian Director, Transformative Philanthropy. In this position, you will play a pivotal role in ending global poverty by cultivating and stewarding relationships with donors and inspiring them to make transformational investments in support of our mission and operations as well as those of our partners. We are a small team looking for a leader with a high level of comfort being self-directed who enjoys working hands-on in a fast-paced environment. To maximize our impact, we are seeking to grow revenue and build out our professional, high-achieving development team in the next 2-3 years.

The Director spearheads all elements of fundraising strategy and operations, energising community support for The Life You Can Save in Australia by leveraging significant organisational strengths and recent momentum, including:

- A strong, bold brand and trusted track record for delivering maximum impact.
- An outstanding history of fundraising success including \$100M raised since founding and \$14M+ raised in the last fiscal year (funds regranted to our hand-selected partners).
- More than 3,500 donors contributed in FY 2023 and a database of 13,500+ total supporters.

- A three-year leverage ratio of 1:11—for every \$1 we invested in spreading our message and helping others discover and donate to effective charities over the last three years, we raised \$11 for our recommended nonprofits (read more in our [annual report](#)).

## **Key responsibilities**

- In close collaboration with leadership, develop, plan, and implement sound strategies to meet annual and long-term fundraising goals.
- Provide thought partnership to the Co-CEOs and development leaders in other global markets to achieve annual and long-term fundraising targets through their assigned portfolios and integrate Australia fundraising goals into the global growth strategy.
- Manage a portfolio of existing and prospective donors with capacity to give \$10k+ and collaborate with the development team to design and execute effective solicitation strategies.
- Ensure exceptional stewardship of major donors (\$25k+), including personalised acknowledgments, updates on program impact, and timely communication to deepen their engagement and commitment.
- Maintain accurate and up-to-date records of donor interactions, solicitations, and donations in the organisation's CRM (currently Salesforce) and leverage dashboards for data-driven projections, insights, and monthly progress toward goals.
- Collaborate and work closely with Co-CEOs and the Board of Directors on fundraising strategy and events.
- Plan and execute special events and engagement opportunities for major donors, providing unique experiences that foster deeper connections and inspire increased support.

## **Qualifications**

- Passion for ending global poverty and alignment with The Life You Can Save mission and vision; previous experience at a global organisation is welcome, but is not required.
- Minimum of 7 years of progressive professional experience in major gifts and donor relations as a development professional, directly raising funds for nonprofit organisations.
- Demonstrated ability to develop and implement comprehensive major gift strategies, applying strategic thinking and a deep understanding of philanthropy to engage donors effectively.
- Proven ability to build and nurture strong relationships with high-net-worth individuals and major donors, demonstrating excellent interpersonal and communication skills.
- Track record of achieving fundraising targets and securing significant financial contributions from major donors.
- Demonstrated ability to work independently, prioritise tasks, and manage time effectively while meeting deadlines and communicating effectively with colleagues in varying time zones.
- Strong collaboration skills and the ability to work effectively within a diverse team environment, aligning major gift efforts with broader organisational goals.

- Commitment to cultural humility, maintaining high ethical standards, maintaining confidentiality, and handling sensitive information with discretion.

### **A little bit about us**

The Life You Can Save is an international organisation that believes in the power of remote work and has team members dispersed throughout the globe. We are committed to building an inclusive, supportive place for you to innovate, explore, build and ultimately do the best and most rewarding work of your career. We strive to create a welcoming collaborative environment where people are free to ask questions and seek deeper understanding of the work and each other.