



## ***Fundraising and Grants Lead***

PERMANENT FULL TIME | WFH / AUSTRALIA, CAPITAL CITY ACCESSIBLE

- Are you energised by the opportunity to build a fundraising function from the ground up?
- Do you want to drive meaningful change through purpose-led fundraising?
- Do you thrive on building trusted relationships with funders and partners?
- Are you passionate about seeing better outcomes for First Nations people?

### ***ABOUT AUSTRALIANS TOGETHER***

Australians Together is a not-for-profit organisation. We're a passionate and diverse group of First Nations people and non-Indigenous people who want to see lived experiences of First Nations people improved. We recognise there's a wound in the spirit of our nation, and for healing to take place, we need to work together. Our staff, consultants and collaborators are located across Australia, and we respectfully learn from, and partner with, First Nations cultural and community Elders and leaders, academics and educators.

### ***THE ROLE***

We're looking for someone to build a fundraising function from the ground up. In this role you'll shape the relationships, systems and rhythms that grow sustainable support for Australians Together mission by securing and sustaining funding that supports long-term impact. You'll build genuine relationships with funders and donors, and cultivate partnerships grounded in trust, shared purpose and commitment to meaningful change. You'll lead the grants lifecycle – from identifying opportunities and developing compelling proposals, through to meeting compliance and impact reporting requirements. You'll design and deliver fundraising initiatives, steward donor relationships and manage budgets to achieve revenue targets.

### ***ABOUT YOU***

- You have at least 3 years experience in fundraising and grants management, including developing and improving frameworks and processes.
- You have demonstrated experience securing funding through grants, philanthropy or partnerships.
- You have strong relationship management skills across donors, corporate partners and community stakeholders.
- You have a proven ability to write clear, compelling and persuasive proposals, reports and donor communications for diverse audiences.

- You have a strong ability to identify and assess funding opportunities, including interpreting complex eligibility criteria and guidelines.
- You have experience concurrently managing multiple priorities, deadlines and budgets.
- You're proficient in using CRM and/or grants management systems, with the ability to maintain accurate records and track pipelines.
- Your strong planning, problem-solving and organisational skills enable you to make decisions, and be proactive.
- You understand the importance of confidentiality, with a demonstrated ability to handle sensitive information.

## OUR EMPLOYEE VALUE PROPOSITION



### Culture

**Togetherness is at our heart – where everyone is acknowledged, valued and respected.**

We share a common purpose and sense of belonging.

We listen respectfully and seek to learn and grow. As a team we celebrate people's individuality, uniqueness and strengths. And have a lot of fun while we're at it.

We prioritise wellbeing so each of us can thrive.



### Purpose

**Together with purpose, we can make a difference.**

We're pursuing an Australia Together: First Nations histories and cultures acknowledged and respected and better lived experiences for First Nations Peoples.

We believe there's a wound in the spirit in our nation, and for healing to take place, we all need to play a part.

Be part of something significant where you'll see change.



### Growth

**We're committed to helping each other grow.**

Flourish and thrive – with opportunities and up-skilling that bring out your best.

Effective growth happens when we embrace other perspectives, expand our knowledge and develop our strengths. We're encouraged to be curious and take every opportunity to be challenged and transformed.

We never stop learning.



### Incentives and perks

**Feel valued for who you are and what you bring.**

Be recognised and rewarded in ways that add real value.

Some of the perks that'll come your way:

- Remote and flexible work options
- Team retreats for cultural learning and connection
- Salary packaging options and annual salary reviews
- Home office/co-working budget
- Professional learning opportunities
- Access to independent support and counselling (EAP)



## *TO APPLY*

Contact [careers@australianstogether.org.au](mailto:careers@australianstogether.org.au) if you'd like a detailed job description.

Once you've reflected on the job description and on the opportunity to join a vibrant, purposeful team and, importantly, you think you're the right fit, email us your CV and cover letter interacting with the job description.

**Applications close 5pm 5 June 2026**

We're committed to creating a culturally safe workplace. We encourage Aboriginal and Torres Strait Islander people and people from diverse cultures, abilities and identities to apply.

Applicants need to have a suitable work-from-home environment.