

Scope of the Position	
Position Title	Grants & Fundraising Coordinator
Reports To	Service Support Manager – Revenue Development
Service Directorate	Member – Fundraising Team
Location	This position is based in the Division office; however, travel to other Centre's or regions is required from time to time
Hours	This is a part time position (20-30 hrs/week). The specific working days and times will be negotiated to suit.
Direct Reports	No Direct Reports
Responsible For	Grant Applications (80% of time) Managing and supporting fundraising activities to provide and increase revenue for all centres within Central Districts Division including: Developing and maintaining sponsorship relationships Managing Bequest initiatives Supporting the Donor programme Supporting the Events team
Internal Relationships with	Staff and Volunteers of the Centre/Division Centre Executive Committee Members
External Relationships with	Grant Funders Sponsors/Local Businesses across the Division Community Stakeholders
Delegated Authority	The Delegated Authority Policy sets out the scope and limits of Delegated Authority as it applies to this role



About the Cancer Society	
Our Mission, To Mātou Koromakinga	<p>To reduce the incidence and impact of cancer in New Zealand</p> <p><i>The Cancer Society is committed to working with our communities by providing leadership and advocacy in cancer control with core services in Community Health, Support and Information Services, Research and Advocacy.</i></p>
Our Vision, Te Matakite	<p>Working together towards a future free from cancer</p>
Equity Charter	<p>Our Equity Charter guides our approach to our mahi</p> <p>Te Tiriti o Waitangi – Commitment and application of Te Tiriti o Waitangi is evident throughout the organisation</p> <p>Kotahitanga – Everyone is aware of and enabled to address inequities</p> <p>Mana Taurite – Equity is embedded in all policies, structures, systems and services</p> <p>Matauranga – CSNZ funded research improves equitable cancer outcomes across the continuum for all new Zealanders</p> <p>Whaitaua – CSNZ advocacy improves equity outcomes across the continuum for all New Zealanders</p> <p>Haepapatanga kit e Hapori – accountability mechanisms are embedded throughout the organisation</p> <p>Mahi Arataki – our equity strategies are sustained and responsive to changing equity needs</p> <p>Kaitiakitanga – sustainable and eco friendly processes are embedded throughout the organisation</p>
Federation	<p>The Central Districts Division includes the 5 Centres of Taranaki, Whanganui, Manawatū, Hawke’s Bay and Gisborne.</p> <p>It is a part of the Federation of the Cancer Society of New Zealand</p> 



Operating Tasks & Results Areas	
Purpose of the Role	<ul style="list-style-type: none"> • This is a Division wide role that sits within the Fundraising team, whose functions include: fundraising, events, sponsorships, grants, bequests, overseeing communications when required and documenting processes • To support and grow revenue through grants and sponsorship for Centres and the Division • Ensure that grant providers, sponsors and trusts have an outstanding experience and that all relationships are nurtured through continuous engagement, follow up and accountabilities • Support the donor care team by making calls and helping manage the CRM system
Key Activities	<p>Grant Applications (80% of time)</p> <ul style="list-style-type: none"> • To maintain and further develop the grants programme to meet and exceed budget • Align Divisional and Centre activities to maximise grant and sponsorship opportunities • Complete and keep record of all accountabilities for all successful grant applications <p>Sponsorship</p> <ul style="list-style-type: none"> • Identify and action sponsorship opportunities and ensure a cohesive and professional approach • To work alongside Centre staff to develop a suite of sponsors within their areas, and coach them to nurture their sponsors • To support all staff to recognise and support any National or Regional sponsors (eg ANZ) • Develop and maintain relationships with external stakeholders; both fundraisers and external agencies to ensure good working relationships • Ensure all sponsorships are nurtured through ongoing communications from the Centres and the Division <p>Bequests</p> <ul style="list-style-type: none"> • To manage a bequests programme focusing on supporting the work of the Cancer Society for all Centres and the Division <p>Donor Programme</p> <ul style="list-style-type: none"> • Support the donor care team by making calls and helping manage the CRM system • Ensuring all processes are followed and meet the best standard of customer care through thank you letters and other forms of communication <p>Events</p> <ul style="list-style-type: none"> • Contributes to the development and evaluation of fundraising campaigns and projects, and provides feedback and suggestions to the Service Support Manager (RD) <p>General</p> <ul style="list-style-type: none"> • Attend all service meetings (video conferencing or face to face).



	<ul style="list-style-type: none"> • Maintain knowledge and be current with policies and practices of the Division • Support the Service Support Manager (RD) with any additional administrative tasks, especially events focused and corporate fundraising
Equity	<ul style="list-style-type: none"> • Recognises and supports the CS commitment to Equity and addressing issues of inequity with Maori and with other disadvantaged communities • Attends and engages with Equity work and encourages staff to do the same

Performance Measures	
KPIs	<p>Alongside the deliverables of the Position Description as above, the following KPIs are the basis of expected performance of this role</p> <ul style="list-style-type: none"> • KPIs are set annually and will be specific and measurable results, driven against annual plans, budget and revenue for any specific activities • All comms is effective and present to the Society in a positive manner • A positive work culture is maintained <p>Proactive work towards achieving professional competencies and personal development goals</p>

Qualifications, Experience, and Employee Attributes	
Qualifications and Experience, Tautōhito Tohu	<p>Qualifications:</p> <ul style="list-style-type: none"> • Ideally some form of qualification (a tertiary qualification is preferred, but not essential) in any area of administration or customer relations <p>Experience:</p> <ul style="list-style-type: none"> • Administration or sales experience • Telemarketing or donor call experience an advantage • Proficiency in the use of Microsoft Office <p>Other:</p> <ul style="list-style-type: none"> • Understanding of Treaty commitments and responsibilities • Te Reo is desirable • Current full NZ Driver Licence

<p>Professional Competencies, Mātanga Mōhiotanga</p>	<ul style="list-style-type: none"> • Accuracy and attention to detail in all aspects of your work • Conflict management and self-management skills • Ability to work independently and as a member of a larger team • Excellent organizational skills • Knowledge/experience of Database systems • Ethics and personal standards that are compatible with the Cancer Society • Punctuality and timeliness • Able to work extra hours if required or flexibility to work flexi-time when required • Positivity in work tasks and relationships with others • Future focussed • Process and analysis to inform decisions and actions • Learning new skills and problem solving
<p>Personal Attributes, Huanga e pa ana</p>	<ul style="list-style-type: none"> • Excellent communications, written and oral • Able to relate positively to diverse people and ideas • Behavior that reflects the values and position of the Cancer Society • Good time management and self-motivation, sets goals and priorities and meets timeframes • Rational and systematic approach to tasks and problem solving • Participates in staff activities and supports colleagues, offers help and advice, nurtures employment relationships • Proactively seeks to develop skills and professional development • Can work independently and as part of a team



Acceptance and Variation

From time to time, other duties, tasks, and work that are not stated in this Position Description may be required to contribute to the growth, operations, or the profile of the Division and its ability to meet the Mission of the Cancer Society, and will be required for the performance of the position.

Travel to other areas is an essential component of the role and may be monthly/fortnightly/weekly or more often as required to maintain the operations of the Division.

Position Descriptions are reviewed at least every 2 years and subject to change as the organisation grows and develops.

I have read, understood, and agree to this Position Description

Signed _____

Name _____

Date _____

End