



HEAD OF PHILANTHROPY

- **Make a lasting impact on global health equity**
- **Create new philanthropy function – Australian and international focus**
- **Part-time role**
- **Australia-based candidates preferred, with flexible hybrid working from Melbourne office**

The Company

Medicines Development for Global Health is a not-for-profit biopharmaceutical company registered with the Australian Charities and Not-for-profits Commission. Our mission is to address health inequity by researching, developing and delivering new and improved medicines for neglected diseases that disproportionately affect people in low-and middle-income countries. The company has affiliate offices in the United Kingdom and United States.

Our current portfolio targets seven neglected diseases that collectively caused 57 million disability affected life years lost in 2019, imposing substantial economic and social burden on vulnerable individuals in low-and middle-income countries. A significant milestone for our company was US FDA approval of moxidectin for the treatment of river blindness (onchocerciasis) in 2018, making it the first medicine approved to treat the disease in 20 years. In 2020, we secured the global rights to an investigational treatment that holds promise in tackling two challenging diseases: tuberculosis and leprosy type 2 reactions.

In recent years we have been successful in securing public sector grants and interest from impact investors and philanthropy groups. However, as the scope of our work and the potential for impact increases, so does the need for new sources of funding. We are now excited to establish a new dedicated philanthropy function to build on our track record of successful fund-raising activities and further our efforts to combat neglected diseases.

The Role

As a member of our corporate operations team, you will work closely with the Managing Director, Board and leadership team to develop, lead and implement our Australian and international philanthropy and fundraising strategy. This will involve exploring, connecting, and securing opportunities, as well as establishing and managing new systems and processes to support this function. Some of your responsibilities:

- Research prospective donors to tailor the case for support through understanding and influencing their philanthropy and corporate social responsibility agendas.
- Leverage networks and the influence of others to obtain introductions and approach high net-worth givers with private ancillary funds, independent family and community trusts and foundations, and corporate funding bodies.

- Build and manage relationships with diverse stakeholders for the long term, including stewardship of the full donor experience.
- Build streamlined systems and processes to underpin best practice in philanthropy and fundraising.
- Work with the communications team to develop targeted social media content, publications and promotional collateral.

About you

Our ideal candidate will have current knowledge of the Australian philanthropic landscape and relationships and fund-raising expertise with high net-worth individuals, funds and foundations. In particular, you will have experience and success in attracting larger gifts and donations. You will be an outstanding communicator and influencer, with expertise in preparing and confidently presenting detailed proposals and opportunities. Experience with the international fund-raising landscape and exposure to the global health research environment would be an advantage in this role. A degree in a relevant science or business, commerce, fund-raising or social impact discipline is essential.

This role will suit an experienced philanthropy and fund-raising manager looking to work part-time and take on a new challenge. Alternatively, if you are an ambitious, self-starter with the essential skills and personal attributes to grow into the role, we would encourage you to apply, and would consider a full-time role for the right person. For optimal teamwork, Australian-based candidates are preferred, but suitable candidates located elsewhere in the Asia-Pacific time-zone will be considered.

Why work for us?

This is a great opportunity to join a friendly, inclusive team committed to making a difference. We put people first, with a strong focus on employee well-being and professional growth and development.

MDGH is a place where everyone has a voice. We pride ourselves on our teamwork and openness, both with our staff and in our relationships with our partners, study participants, and other like-minded organisations where we share ideas and information to advance global health equity. We champion diversity, inclusion and equality, and encourage talented people from all backgrounds, abilities and identities to apply.

We are a work anywhere company, which means you can choose to work in the environment that works best for you to get the job done.

We offer a competitive market-based salary package tailored to country of residence including fringe benefits which are tax exempt for Australian based staff.

Interested?

Please email your resume and short cover letter to Janine Pickering, MDGH People and Organisation Consultant at recruitment@medicinesdevelopment.com or call Janine on +61 419 248 776 for more information.