

ACCOUNT MANAGER

- Do you have experience within the direct marketing and creative space?
- Are you competent in developing collaborative relationships?
- Join us as we work with some of Australia's largest and most inspiring charities.

About Pareto Fundraising

Pareto Fundraising exists to make the world a better place, by expanding the not-for-profit sector's capacity to help as many beneficiaries as possible. We use our passion and experience as experts in data-led fundraising and communications to help connect individuals who care with those in need.

We have unparalleled experience in the charity sector with clients from Australia, New Zealand and beyond. We continue to innovate, challenge, and push boundaries. And we're a team of talented people who love what we do and the positive impact it makes.

The role

This is a new and pivotal direct marketing role with Pareto Fundraising. The Account Manager will undertake the day to day management of direct marketing campaigns for our clients, including project management of campaigns from initial client brief through to delivery, developing a close, loyal and collaborative relationship along the way.

Reporting to the Account Director, the Account Manager will work to provide our clients with the best direct marketing solutions for the best possible results, for the client and for Pareto Fundraising – now and into the future across a range of projects.

Your main responsibilities will include:

- Management responsibility of all direct marketing campaigns and strategic marketing planning sessions for your clients – high quality, on time and on budget
- Represent Pareto Fundraising as the main point of contact between your clients and the organisation
- Management of all suppliers and staff involved in the execution of campaigns for your clients, such as creative, data, digital, production and finance

Success looks like

- 3-4+ years in a similar role
- Proven success in direct marketing, creative, and/or digital
- Strong project management skills
- Experience in fundraising
- Stakeholder management experience
- Ability to multi-task and prioritise work for optimum output
- Motivated, energetic, and self-directed as well as being an effective collaborator
- Astute organisational capability coupled with strong time management skills

What happens now?

If this sounds like you and a place you'd like to work, tell us why and address the success criteria in your covering letter and include an up to date resume for us to learn more about your experience and send to paretofundraising@gmail.com.

Applications close: 23rd June 2017