

Regional Council Portfolio Lead – Major Fundraising, Partnerships and Grants

Position Description

Position title	Portfolio Lead – Major Fundraising, Partnerships and Grants
Location	Rotary South Pacific
Reports to	Regional Council Chair
Date	1 December 2025

About the Regionalisation Pilot

The Regionalisation Pilot Vision is “to significantly increase the reach and impact of Rotary and Rotaract in Australia, New Zealand and the Pacific Islands.” Through this new model we seek to achieve the following objectives:

1	2	3
Create attractive and diverse leadership and development opportunities	Provide greater consistency and continuity of strategy across the zone	Encourage collaboration and partnerships (Enable a single point of contact for external parties seeking partnerships)
4	5	6
Build a stronger, unified regional Rotary image and Brand	Improve efficiencies to reduce duplication and costs to members and to RI	Support clubs to provide relevant and engaging experiences that serve and connect our communities and enable us to grow

Taken together, a new Governance approach will ensure we are able to provide greater support to clubs and members – to meet the goals of Rotary’s action plan, whilst providing more meaningful and rewarding club experiences for members.

Position objective

The responsibility of the Major Fundraising, Partnerships and Grants Lead with the supporting Portfolio Committee is to increase the reach and impact of Rotary in the Region by the facilitation of larger scale projects through multi-club collaboration.

A key role of the Lead is to develop partnerships with International Organisations (eg UNICEF and WHO), Governments (eg DFAT and MFA), Universities (supplying volunteers, and applying research to our major projects, scholarships), Donors (eg Red Energy, Future Generation, Beyond Bank), Corporate Partners (eg CSL), State Agencies such as Police Forces (eg on Domestic and Family Violence prevention) and Indigenous Organisations. Must be able to operate at a senior level with stakeholders (e.g. CEO/ Vice Chancellor level).

Collaborate with officers, staff and individual Rotary members working with and supporting The Rotary Foundation and the Australian Rotary Foundation Trust at District and Zone level to ensure harmonious (and where appropriate mutual benefit) from partnerships, fundraising and grants and to avoid detrimental overlap of activities.

The Portfolio Lead must understand the diverse range of cultures and communities across the Zone, and to ensure Regional Council strategies and programs recognise and embrace these differences.

Key Responsibilities

Develop Action Plans in the following areas

1. Identify and commence one Scale Project from the Zone.

2. Effectively promote TRF across the Zone through good communications across a number of means
3. Develop more NZ and Pacific Island based projects using local leaders. Collaborate with stakeholders across Zone 8 working effectively with people from diverse cultures and backgrounds, value different perspectives, and leverage the strengths of a diverse group to achieve planned outcomes for the Region.
4. Maintain and Develop new Partnerships at a Strategic level (eg WHO), Includes Social programs (eg Domestic Violence), Health (eg building on vaccination programs and elimination of disease)
5. Increase Corporate Donor fundraising to be used in projects
6. Collaborate with all Portfolio Leads acting as one in the best interests of the RC objectives in order to maximize all opportunities to promote and grow Rotary across Zone 8.
7. Optimise the use of technology for meetings, workshops, focus groups and similar activities.

Person specification

A Rotarian or Rotaractor from a club in Zone 8 in good standing, with high levels of ethics and integrity.

Be eligible for appointment as a Company Director under Australian Corporations law.

Able to deal at CEO , Ministerial, and Vice Chancellor level.

Experience:

Expertise and experience or a relevant background to focus on leading the Regional Council's work on major fundraising, partnerships and grants.

Demonstrates extensive relationship skills and experience which will facilitate effective relationships with Rotarians, Rotaractors and external partners at all levels across the Zone.

Can identify key areas requiring change and recommend sustainable solutions.

Experience in reviewing programs and identifying new opportunities for broader engagement.

Knowledge and understanding of the role of the Regional Council, and the relationship between the Regional Council and the Portfolio Lead's area of responsibility.

Skills

Excellent leadership and Influencing skills.

Can demonstrate the ability to identify and inspire new groups and audiences to join with and support Rotary in the region.

Well-developed people skills, embracing collaboration and teamwork to build diverse and inclusive environments, and with the ability to manage conflict resolution.

Exhibits a positive and proactive attitude – is flexible and action focused.

Proven ability to plan, develop, implement, and evaluate strategic objectives including risk management and uncertainties.

Appreciation of the issues and challenges likely to be faced by Rotary across Zone 8, including the many cultural and linguistic communities in the Zone 8 Region

Effective communication skills, both written and oral.

Qualifications

Relevant experience that clearly demonstrates the ability to engage, develop, and deliver Regional Council strategies for promoting major fundraising, partnerships and grants.