



**QIMR Berghofer**  
Medical Research Institute

### **Gift in Will Manager**

- **Support the future of health and make a difference**
- **Based in Brisbane**
- **2 year, fixed term contract with the possibility of renewal**

Established more than 70 years ago, QIMR Berghofer is a world-leading medical research institute based in Brisbane. The Institute boasts approximately 900 scientists, students and support staff, and 65 state-of-the-art laboratories, and has grown to become one of Australia's largest and most successful medical research institutes.

The Philanthropy team is critical to the ongoing success of the Institute, securing philanthropic funds to enable QIMR Berghofer's vital research in cancer, infectious diseases, mental health and chronic disorders to continue now and into the future.

Reporting to the Philanthropy Manager and leading a small team, you will manage the Gift in Will program to maximise the generation of funds from bequests to support QIMR Berghofer's current and future research programs. Specifically, this will involve generating new leads, engaging and developing strong relationships with confirmed and prospective bequestors, and promoting the benefits and value of leaving a gift in will to the Institute.

You will bring a track record of managing a gift in will, bequests or major donor program and have the ability to confidently engage with individuals at all stages of life. Demonstrated experience building relationships with strategically important external individuals and stakeholders, combined with an affinity with the mission and values of QIMR is essential.

Candidates with experience in a relationship or business development role using skills and experience directly transferable to a bequest program will also be considered.

To arrange a confidential discussion about this newly created role please contact Judith Marks, Senior Consultant, Australia Office, Richmond Associates on +61 2 8218 2185 or at [jmarks@richmond-associates.com](mailto:jmarks@richmond-associates.com).

Further information can be downloaded at [www.richmond-associates.com](http://www.richmond-associates.com)

**Closing date for applications is FRIDAY 8 NOVEMBER 2019.**

