Relationship Manager Bequests – Western Australia

- Full time permanent opportunity
- Leading Not For Profit (NFP) organisation
- Perth WA location

The Salvation Army Australia (TSA) is an international Christian movement, united by faith and giving hope where it's needed most. Across Australia – in cities, country towns and rural communities. Our work touches every demographic and age group. We're involved in national issues while also bringing hope to people who may be experiencing hardship or injustice.

About the role

Reporting to the Manager, Bequests, you will be responsible for securing Gifts in Wills, stewarding and empowering potential Bequestors to support a myriad of social development programs through their legacy.

- Focused on nurturing long-term relationships, your key areas of accountability will be:
- Building a pipeline of potential Bequestors in order to grow the bequests portfolio and achieve financial targets
- Securing, building and managing relationships with prospective, confirmed Bequestors and solicitors enhancing their understanding of the organisation and acknowledging their contribution
- Developing and implanting engagement strategies and communication plans
- Representing the organisation at networking functions, industry forums and face to face meetings and progressing supporters' through events, appeals and immersion experiences

About You

The successful candidate will possess:

- Proven experience in relationship building, strong communication, negotiation skills and demonstrated networking ability
- A background in fundraising, marketing, sales or public relations, as well as a professional attitude and a team focus
- Technical skills, such as a sound knowledge of fundraising standards, principles, policies and procedures is highly desirable
- An understanding of the fundraising process, especially within the NFP sector.

In return we offer our suitable eligible employees real and meaningful benefits such as:

- Tool of trade Vehicle
- NFP salary packaging ($15,900 tax free) plus meals and entertainment benefits
- Flexible working conditions
- Paid parental leave
- Financial, retail and lifestyle discounts and benefits
- Employee Assistance Program - Independent confidential counselling service
- Opportunity for career development
- An inclusive culture of dedicated, passionate and professional team members
- Positively supporting and impacting the lives of others through your career contribution

Questions about the role or a copy of the position description, please contact Bequest Manager, Suzanne Brown at Suzanne.brown@salvationarmy.org.au

To apply for the role, please click on the link to submit your application along with your cover letter and resume.

The Salvation Army is an Equal Opportunity Employer who provides an inclusive work environment and embraces the diverse talent of its people.

The Salvation Army is a child safe organisation that is committed to ensuring the wellbeing of children and young people, and protecting them from harm. All child facing roles will require the successful completion of a Working with Children Check. Applicants for all other roles require a mandatory National Police Check.

We value Integrity, Compassion, Respect, Diversity, and Collaboration.