

Gift in Wills Manager



the**Alfred**
FOUNDATION

- **Inspire transformational gifts**
- **Make a difference**
- **Inner Melbourne**

The Alfred, a major tertiary and quaternary referral hospital, is best known as one of Australia's busiest emergency and trauma centres and is home to many statewide services including the Heart and Lung Transplant Service, Victorian Melanoma Service and Major Trauma Service. This site is also home to the Alfred Medical Research and Education Precinct. The Alfred Foundation exists to inspire, motivate and engage philanthropy to help The Alfred deliver on this pursuit of excellence.

Philanthropy has enabled The Alfred Foundation to work together to drive innovation at the hospital, purchase new equipment, redevelop and expand facilities to improve patient care, support research, fund scholarships, build knowledge and share learnings with the world.

Reporting to the Senior Manager Major Gifts, the Gift in Wills Manager will be responsible for implementing a comprehensive Gifts in Wills strategy to significantly grow the Bequest Planned Giving program. With a focus on stewardship and building a strong pipeline, you will manage the current portfolio of confirmed bequestors, as well as solicit, engage, acquire and steward supporters to include The Alfred Foundation in their giving plans. The position will lead, manage and support the Bequests Planned Giving Officer and work collaboratively and strategically with all programs of The Alfred Foundation.

Experience in planned giving and specialist knowledge of the principles of philanthropy, wills and estates is essential, along with a collaborative team approach, excellent communication skills, people management and ability to build rapport and trust with diverse stakeholders including Scientists, Doctors, Researchers, Nurses, Patients, Trustees, Donors and Volunteers. You will contribute to building strong partnerships and a culture of philanthropy across the organisation to foster engagement with The Alfred Foundation, and secure transformational gifts.

You will be a collaborative, resilient, relationship-driven fundraiser with demonstrated success in leading a successful Gifts in Wills program. Connecting with people and engaging their hearts and minds of donors along the philanthropic journey will be essential to success.

Professional development, competitive remuneration and benefits available including salary packaging, ADO's, discount parking and health insurance, onsite gym and childcare services.



Gembridge

APPLY NOW if you have a sound knowledge and track record of success in Gift in Wills to leverage this fundraising program to reach new heights.

Forward your application to apply@gembridge.com.au

Applications close 18 April 2021.

Gembridge is partnering with The Alfred Foundation. For a confidential discussion, please contact Michelle Varcoe or Jenni D'Orival on 03 8375 9661.