

# PLANNED GIVING MANAGER

- *Create impact & help alleviate poverty*
- *Build strategy to grow and lead planned giving*
- *Salary packaging, flexibility & benefits*



Brotherhood  
of St. Laurence

The Brotherhood of St. Laurence has a clear vision – an Australia free of poverty.

As a well-respected not-for-profit organisation that recently celebrated its 90th year, the Brotherhood of St. Laurence (BSL) works alongside people experiencing disadvantage to address the fundamental causes of poverty in Australia. Its mission is to pursue lasting change and create a more compassionate and just society where everyone can thrive.

Winning the 'Fundraising Team of the Year' at the 2021 FIA National Awards for Excellence in Fundraising, the Fundraising Department of the Brotherhood of St. Laurence works to inspire support from the community to advance the organisation's mission.

Reporting to the Head of Fundraising, this position will play a critical role in building and delivering a planned giving strategy. Utilising moves management process, you will identify high value bequests and develop meaningful relationships with supporters to secure planned gifts. You will also be responsible for the timely realisation of estate gifts, managing the communication with estate representatives and working collaboratively on gift implementation. As an expert in this field, you will also build awareness and understanding of planned giving across the organisation and work collaboratively with team members to achieve positive outcomes.

## About YOU

- Experienced in leading or managing a bequest and planned giving program
- Excellent interpersonal and communication skills with a proven record of success in relationship fundraising, including donor cultivation and gift solicitation
- Demonstrated experience in leading strategic growth of a significant fundraising portfolio
- Demonstrated experience managing complex and diverse relationships and ability to operate in a large organisation with multiple stakeholders
- Qualification or relevant experience, education/training or skills in development work
- Knowledge of the philanthropic landscape in Australia plus understanding of the systems that underpin best-practice fundraising
- Aligned with the values and ideals of BSL

**APPLY NOW** if you are an experienced, strategic, collaborative, relationship building fundraiser with the drive and commitment to help BSL create a legacy in their mission to prevent and alleviate poverty.

Forward your application to [apply@gembridge.com.au](mailto:apply@gembridge.com.au)

For a confidential discussion, please contact Parool Shah or Michelle Varcoe at Gembridge on 03 8375 9661



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Gems & People

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