



About the Role:

Our incredible Fundraising team is currently looking for a **permanent full time Relationship Manager Bequests** to join their **Blackburn, Melbourne** team.

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.

Key Responsibilities:

- Building a pipeline of potential bequestors through sound account management and sales principles, in order grow the bequests portfolio and achieve financial targets;
- Securing, building and managing relationships with prospective and confirmed bequestors and their intermediaries such as solicitors and enhancing their understanding of the organisation and acknowledging their contribution;
- Achieving financial and non-financial targets and KPI's';
- Developing and implanting engagement strategies and communication plans; and
- Representing the organisation at networking functions, industry forums and face to face meetings and progressing supporters' through events, appeals and immersion experiences.

About you:

Your strong ability to build relationships and your excellent negotiation skills have been gained in NFP fundraising or in account management/ business development / sales environments such as finance, aged care sector, financial planning or trusts and estates. You also have:

- The ability to operate in a fast-paced and complex business environment;
- The drive to achieve results, with a focus on over-achieving on budgets, KPI's and targets;
- Experience in best-practice sales techniques including empathy selling;
- Ability to liaise with legal and finance professionals; and
- The ability to communicate and empathise with high net worth individuals from all walks of life.

Why work for us:

- Eligible employees can access NFP salary packaging
- Flexible working arrangements
- Opportunity for career development
- Paid parental leave
- Employee Assistance Program
- Internationally renowned not-for-profit organisation
- An inclusive culture of dedicated, passionate and professional team members
- Rare opportunity to work with passionate, like-minded people who enjoy being a part of an organization that makes a difference within the Australian community

How to Apply:

We are looking for compassionate people who share our mission and values, if you have the passion and drive to commit yourself to a challenging and rewarding role; we invite you to apply via the link on our website: https://salvationarmy.wd3.myworkdayjobs.com/en-US/Salvos/details/Relationship-Manager---Bequests---VIC_R23230-1?q=r23230 and submit a current CV and a cover letter which details your alignment with the essential requirements of the role.