

# GIFTS IN WILL MANAGER

- *Help the fight to end poverty & disability*
- *Impactful relationship fundraising opportunity*
- *Melbourne, hybrid (2 days in office)*



CBM Australia is a Christian international development organisation that works alongside people with disabilities in the world's poorest places to fight poverty and exclusion, and transform lives. Their vision is clear... *an inclusive world in which all people with disabilities enjoy their human rights and achieve their full potential.* Working in more than 20 countries, CBM invests in long-term, authentic partnerships and delivers a combination of inclusive community-based programs, health system strengthening and advocates for national and global policy change. CBM also contributes advice, recommendations and thought leadership on disability, development and disability inclusion. CBM has a wonderfully loyal and generous donor base of supporters who have true compassion and hope for a more just future for people living with disabilities in the poorest countries internationally.

Reporting to the Head of Philanthropy and Relationships, and leading a small team, this new strategic role will be accountable for successfully implementing CBM's Gifts in Will (GIW) strategy. This strategy aims to increase CBM Australia's connection with supporters to ensure legacy gifts, which can assist the sustainability of vital programs into the future.

You will play a key role in personally stewarding supporters as well as managing, analysing, and reporting on the designated GIW journey (primarily via phone) while collaborating with the broader Public Engagement Department to ensure strong marketing and amplification. You will also be required to manage internal stakeholder relationships and external agencies to ensure the GIW program achieves sustainable growth.

This is an exciting opportunity to build upon a Gifts in Will program with a solid base, strong prospects and great proven marketing to enable you to hit the ground running while providing plenty of room to make your mark.

## ABOUT YOU:

- Proven experience in effectively and efficiently managing a successful GIW program (3-plus years),
- Proven experience in personally stewarding supporters and acquiring new supporters, particularly via phone,
- Experience in evidence-based GIW marketing, pipeline data quality monitoring and measuring, and moves management,
- Experience communicating with GIW supporters and/or donors within the not-for-profit sector,
- Knowledge and experience of legal requirements relating to GIWs and Estate management within Australia,
- Demonstrated ability to work autonomously and as part of a team,
- Good influencing and negotiation skills,
- Commitment to and ability to demonstrate and display CBM's values and behaviours

**APPLY NOW** if you are a motivated relationship fundraiser with experience in managing a successful Gifts in Will program, commitment to best practise fundraising and alignment to CBM's values.

*Gembridge is proud to partner with CBM Australia.*

For a confidential discussion, contact Jenni D'Orival or Dawn Patrick at Gembridge on 03 8375 9661 or [apply@gembridge.com.au](mailto:apply@gembridge.com.au)



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Gems & People

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