

# PLANNED GIVING MANAGER

- *Create impact for future generations*
- *Join an inspiring & collaborative team*
- *HEW Level 8 (plus 17% superannuation)*
- *0.8 part-time, hybrid work arrangements*



MONASH  
University

Monash is a university of transformation, progress and optimism. Monash ranks among the world's top 50, and has a number of campuses including Clayton, Caulfield, Melbourne CBD and Malaysia. Monash has a clear purpose of delivering ground-breaking intensive research; world-class education; and a global ecosystem of enterprise. Championing inclusivity and diversity, Monash allows you to be yourself, make an impact and build a better future for the university and its communities.

Monash's **Advancement Division** oversees a values based and highly collaborative approach to fundraising and philanthropy. With a mission to deliver outcomes that significantly enhance the University's profile and resources, Advancement strives to mobilise unprecedented levels of philanthropic support through a range of activities including fundraising, alumni relations, communications, donor programs, government relations and community engagement activities for the University, nationally and internationally.

Reporting to the Senior Planned Giving Manager, you will work collaboratively to increase the number of individuals who choose to leave a bequest to Monash University. As **Planned Giving Manager**, you will identify and build meaningful relationships with your own portfolio of donors and prospects to secure planned gifts. You will help develop and deliver acquisition, cultivation and stewardship strategies, as well as provide vision and support to the wider fundraising team to identify blended gift opportunities. Acting as a bequest subject matter expert, you will improve project deliverables and objectives, undertaking research and data analysis to manage results and provide specialised advice on fundraising projects and strategies.

## About YOU

- Experience in delivering and implementing tactical, bespoke and targeted fundraising strategies.
- Excellent interpersonal and communication skills with a proven record of success in relationship fundraising, including donor cultivation and gift solicitation.
- Highly developed analytical skills with the ability to identify solutions to challenging issues.
- Stakeholder engagement skills, and ability to operate effectively in a large and complex organisation
- Demonstrated high level project management experience, with the ability to prioritise, allocate resources and meet deadlines.
- Positive, flexible and collaborative work style with the drive to contribute to team goals and initiatives.
- Relevant tertiary qualifications, CFRE or membership of Fundraising Institute of Australia is highly regarded

Along with a rewarding career, Monash University provides a competitive remuneration package, and a flexible and supportive workplace with excellent opportunities for learning, progression and development.

APPLY NOW if you are a strategic, collaborative and focused fundraiser wanting to make your mark on a significant planned giving program and reach new milestones of success.

Gembridge is proud to partner with Monash University. For a confidential discussion, please contact Tessa O'Neill or Dawn Patrick on 03 8375 9661 or email [apply@gembridge.com.au](mailto:apply@gembridge.com.au)



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