

business development opportunity



- **Prestigious research body**
- **Grow bequest income to fund vital research**
- **Commercial & estate planning experience considered**

The Garvan Institute is one of Australia's leading medical research institutions with approximately 500 scientists, students and support staff working in research programs in Cancer, Diabetes & Obesity, Immunology & Inflammation, Osteoporosis, and Neuroscience. The Garvan Research Foundation is responsible for creating a community of support for the Institute's research and for raising philanthropic funds.

This role is responsible for securing gifts from individuals as bequests in their wills. You will manage the whole bequest relationship strategy from identification of prospects, through to conversion, acknowledgement and retention via the marketing and stewardship program.

Ideally you are a bequest specialist, experienced in strategy, prospect identification, direct marketing, one on one relationship building, conversion and memorial giving. Your exceptional presentation and relationship development skills will be critical to your success.

If you would like to build support amongst highly valued supporters of this prestige scientific brand, please contact Olivia Ryan on 02 8243 0570 or forward your resume to cv@ngorecruitment.com quoting ref # 29840.

