

Future Gifts Fundraising Manager Part-time (3 days per week)

About us

Tearfund NZ is a Christian development, aid and advocacy charitable organisation responding to global poverty and injustice. It serves communities across Africa, Asia and South America and is part of the worldwide Tearfund family – motivated by Jesus to act courageously, tackling injustice and seeking fullness of life for the most vulnerable.

Based nationally, with global reach, the organisation works closely with 21 key strategic partners. The vision of seeing individuals and communities around the world transformed by hope, opportunity and dignity is achieved through child development (sponsorship), building sustainable livelihoods through farming and enterprise, disaster and conflict response, recovery and protection against slavery and exploitation.

About the role

The primary purpose of this role is to engage, manage and nurture the diverse Gifts in Wills (GIW) Supporter portfolio in Tearfund NZ, and to make a substantive contribution to the wider work of Tearfund NZ as a member of the Partnerships Team.

This role will work closely with other departments to ensure that the GIW strategy is comprehensive, encompasses growth and retention and is executed to best practice standards. This involves collaborating with our finance and operations team to ensure that gifts are properly received, acknowledged and processed.

As our Future Gifts Manager, you will be responsible for growing, developing and promoting the GIWs fundraising programme, which would include the following:

- **Promotion & Acquisition:** promoting GIWs both within Tearfund and to our supporter base. Responding to requests for information from Supporters, Executors, Solicitors and other external enquiries.
- **Cultivation & Conversion:** influencing existing Supporters to include a gift to Tearfund NZ in their Wills.
- **Stewardship & Retention:** actively manage relationships with Supporters who have already included a gift to Tearfund NZ in their Will.

We're looking for someone with all or some of the following:

- A passion for Tearfund and the important work that we do.
- Strong relationship management skills with the ability to work well with a variety of stakeholders and decision makers.
- Experience driving and developing fundraising and marketing strategies to achieve financial targets and KPIs. Demonstrated success at generating and converting leads.
- Confidence to speak in public and inspire others.
- Computer literacy skills including the MS Office Suite and CRM systems.
- Ideally a profile within Churches and a clear understanding and appreciation for Church culture.

What can we offer you?

- Support and training opportunities for anyone wanting to enter, develop and progress their career in this area.
- The opportunity to use your skills to inspire others.

- No two days will be the same – you'll love the variety!
- Amazing colleagues who you will get to know well through this role.
- Flexibility with work hours and free car parking.
- Extra day off at Christmas and on your birthday.
- Free health insurance.

More about this job

This is a part time (3 days or 24 hours per week) permanent position. The position is based in Mount Roskill, Auckland with flexibility to work some hours from home.

How to apply

If you would like to apply, please include a cover letter with your CV, confirming why you're interested in the role and email to: work@tearfund.org.nz