



An amazing opportunity for a great Manager with the right combination of leadership and hands-on prospect development responsibilities.

The role

This position sits within the Advancement Services centre at Deakin, Burwood campus and will be reporting to the Director in a continuing role.

This is a HEW 8 position with a salary range of \$98,322-\$112,572 p.a + 17% super.

We are looking for an experienced Prospect Development professional who will be managing the University's Prospect Development team. The role will be responsible for the expansion of Deakin's donor and prospect research management infrastructure and ensure timely delivery to support Advancement activities.

The ideal candidate will be an enthusiastic leader, with innovative ideas and novel strategies, who can work closely with the team and can take a proactive approach to identifying new prospects and have a strong pipeline with a high quality of potential donors.

To be successful, you'll have:

- a tertiary or post graduate qualification and relevant experience, or an equivalent, alternate combination of relevant knowledge, training and/or experience
- demonstrated experience in the research of fundraising, alumni management, marketing, business and corporate research
- demonstrated experience in leading and managing teams in a collaborative environment, with an ability to influence and motivate others to achieving set objectives
- excellent interpersonal and negotiation skills with strong stakeholder management skills
- exceptional written communication skills and high level of attention to detail and intellectual curiosity and persistence in intelligence gathering
- high level conceptual, analytical and problem solving skills and ability to apply sound judgement to develop innovative research strategies

Your key responsibilities will be to:

- provide leadership, management and motivation to the Advancement Prospect Development team
- undertake comprehensive research as required to support the fundraising activities of the University
- develop new strategies to identify individuals, organisations or groups that should be added to the Advancement system
- work with the Senior Leadership team at the Advancement Services area to develop the strategic direction, goals, programs, policies and annual plans for Advancement Services
- develop, co-ordinate and deliver prospect management tools, processes and relevant training to staff within the unit as well as other staff within Advancement

Culture

Deakin University is proud to be recognised as an organisation that offers a friendly, supportive and challenging working environment. Our staff are committed to making a genuine difference to people's lives through excellence in education and research.

We acknowledge the importance of providing a dynamic and diverse working environment and offer variety in day-to-day roles as well as professional development opportunities to assist staff to grow and progress their careers.

Deakin University staff have the opportunity to interact with colleagues from a diverse range of cultures and professional backgrounds, all of whom share a common interest in lifelong learning.

Benefits

We value our staff and understand that they are more than just their jobs, that's why we offer benefits that enhance work life. Some of Deakin's workplace benefits include:

- 17% superannuation
- flexible work arrangements
- discounts with third party suppliers for health insurance, car rentals IT and more

About us

The flexible learning options we provide our students and our diverse team of professionals and academic experts has enabled us to achieve a 5-star rating by the prestigious university ranking organisation Quacquarelli Symonds. For eight consecutive years, we've achieved the highest level of overall student satisfaction among Victorian universities.

We have a network of campuses, learning centres and research centres across Victoria and corporate offices in Melbourne, China, Indonesia, India and Sri Lanka. Our online Cloud campus provides more than 13,000 students with access to state-of-the-art digital tools and direct access to world-renowned academics.

As a Victorian university with a global impact, Deakin is translating its research into commercial outcomes that will help drive innovation for Australia's economy.

At Deakin we value diversity, embrace difference and nurture a connected, safe and respectful community. Deakin is an Employer of choice for Gender Equality, a proud member of the SAGE Athena SWAN program seeking gender equity for Women in STEMM, and a bronze award holder in the Australian Workplace Equality Index for LGBTI inclusion. We strongly encourage applications from Aboriginal and Torres Strait Islander people and people of all cultures, abilities, sex and genders.