



# MACQUARIE University

SYDNEY · AUSTRALIA

## director of development

- Top 2% university internationally and top 10 in Australia
- Executive level salary plus 17% superannuation and loading
- Forward thinking, collegiate and tight knit leadership team

### The Organisation

Macquarie University began as a bold experiment to break from tradition, to be distinctive, progressive and transformational. Today it's recognised internationally, its research leading the way in ground-breaking discoveries, its academics and researches at the forefront of innovation tackling the big issues of our time.

Join Macquarie and multiply your potential for success. That's you to the power of us.

### The Role

You will lead the development team of fundraising professionals and develop and execute the fundraising strategy to substantially grow the University's philanthropic income through major gifts

Reporting to the Deputy Vice-Chancellor, Engagement and sitting within the Advancement Leadership Team, you will confidently grow and coach the team to build and manage a pipeline of major gift individual and corporate donors and prospects; as well as major gift prospects.

### Skills Required

You have a proven track record in securing five to six figure major gifts in complex organisations. You will be experienced in having purposeful conversations with a wide range of people that leads to securing significant revenue. The key to your success in this role will be:

- Your experience managing giving from end to end, including engagement, closing and stewardship
- High emotional intelligence with a genuine style that engages a range of people
- Excellent attention to detail with a methodical approach and the ability to deliver on tasks
- Understanding and experience in navigating large scale and highly complex environments
- Your experience as a senior team member able to mentor and guide your team members

The University employs people of outstanding calibre and offers a unique environment where staff are valued and rewarded. Macquarie University is committed to Equity, Diversity and Inclusion.

**If you want to work as part of a high calibre team raising funds for one of the leading international universities then please apply by forwarding your cover letter responding to the skills required above and resume in MS Word format to [cv@ngorecruitment.com](mailto:cv@ngorecruitment.com) or contact Lisa Morell or Richard Green in Sydney on 02 8243 0570.**

