

Position Title <i>Market reflected</i>	Manager, Development
Short Description <i>150 characters only</i>	A wonderful opportunity to join a growing team as our Development Manager and be a catalyst for positive change in Advancement at Deakin University.
The Role <i>A concise summary of the role</i>	<ul style="list-style-type: none"> • Fun and dynamic team environment • Full-time and continuing • HEW 8 \$98,322 + 17% Superannuation <p>Deakin’s Advancement Office plays a major role in helping the University achieve its strategic plan by developing strong relationships with supporters. Advancement comprises Alumni Relations, Development and Advancement Services.</p> <p>The Development Manager is responsible for raising major financial gifts that will support multi-disciplinary projects and programs at Deakin University. You will lead on identifying, cultivating, soliciting and stewarding donors to advance the mission of Deakin. Reporting to the Director of Development, you will be responsible for a portfolio of prospective donors, seeking philanthropic support to drive forward the University’s strategic initiatives.</p> <p>Based at either our Burwood or Geelong Waterfront Campus, we have 2 x full time ongoing roles that will sit within the centralised Advancement Office and support our faculties and research initiatives.</p>
Your key responsibilities... <i>A short concise description, no bullet points</i>	Your key responsibilities will include and not limited to: <ul style="list-style-type: none"> • Managing a portfolio of major gift donors and prospective donors, initiating, cultivating and strengthening relationships between prospective donors and the University. Conduct and coordinate regular visits for the purposes of qualification, cultivation, solicitation and stewardship of major gifts. • Developing and maintaining strong relationships with internal and external stakeholders to optimise outcomes for donors, strengthen relationships and enhance the University’s reputation. Identifying academic champions and leaders to participate in fundraising. • Developing fundraising strategies that support strategic priorities to engage academic champions and leadership in the cultivation of prospective donors. • Meeting a number of annual performance targets relating to relationship management with donors, such as meetings, proposals written, ‘asks’ made and income raised, applying innovative fundraising strategies. • Providing regular reports and updates on activity and funds raised, ensuring accurate communication of fundraising progress. • Identifying, and responding to emerging issues, trends and developments in the field of philanthropy that may impact on the provision of donor services and support, and identifying opportunities arising from University developments or achievements that may have potential application to the University’s donor and major gift needs.
To be successful... <i>A short concise description, no bullet points</i>	To be successful, you’ll have: <ul style="list-style-type: none"> • Relevant degree qualification or applicable combination of qualifications and substantial experience.

	<ul style="list-style-type: none"> • A strong track record in Major Gifts ranging from \$25,000 to in excess of \$1 million. • Demonstrated experience in building and strengthening relationships, interfacing with external constituents and internal stakeholders • Excellent written, oral and interpersonal skills with an ability to articulate a case for support and maintain effective working relationships • Well-developed computer skills in business software and CRM databases • An understanding of the Australian Philanthropic Community *desirable • Experience of successfully developing and implementing fundraising programs would be highly desirable <p>This role has been identified as having contact with children therefore we will require certificate of Working with Children Check. Travel to other campuses of the University and on donor meetings will be required on certain occasions.</p>
<p>For ALL roles: <i>Position description & application closure statement</i></p>	<p>For a copy of the position description, please see below: https://careers.pageuppeople.com/949/cw/en/job/495588/manager-development</p> <p>Applications for this position close on Wednesday 23rd of October</p>
<p>Optional: <i>Contact Details</i></p>	<p>For a confidential discussion regarding this position, please contact Trent Buckland, Talent Acquisition Partner at t.buckland@deakin.edu.au</p>
<p>For ALL roles: <i>About Deakin, Culture & Benefits statement</i></p>	<p>Are You Ready?</p> <p>Deakin is one of the new breeds of global universities – agile, dynamic and innovative. We are committed to making a genuine difference in people’s lives through excellence in education and research. As a Victorian university with a global impact, join us and let’s see what we can achieve together.</p> <p>Our people are important to us, and we understand the significance of providing them with a dynamic and diverse working environment, with opportunities to grow and develop their careers.</p> <p>At Deakin, we offer a variety of benefits including a flexible and sustainable working environment, lifestyle benefits and various discounts with our third party suppliers.</p>
<p>For ALL roles: <i>Diversity and Inclusion statement</i></p>	<p><i>We value diversity and aim to build an inclusive environment that champions, embraces and respects differences. We support and encourage applications from Aboriginal and Torres Strait Islander people, and people of all abilities, cultures, sexual orientation, and genders.</i></p>

