



Head of Fundraising

Look to the future

The University of Newcastle stands as a global leader distinguished by a commitment to excellence and equity. Our vision is to be a world-leading University for our regions and we are committed to delivering an outstanding and inspiring student experience. This vision is underpinned by our values of excellence, equity, engagement and sustainability.

The Higher Education Sector has been responding to significant challenges. To address these and to ensure our future sustainability, we have made changes to the way we organise and operate our University, guided by our *Looking Ahead* Strategic Plan priorities.

Change brings with it the opportunity for renewal, which is key to our success in a competitive environment. We have created opportunities for a diverse range of academic, teaching, and professional staff to join us.

The Office of Alumni and Philanthropy (OAP) sits within the Global Engagement and Partnerships Division and leads the implementation of the University of Newcastle's Advancement Strategy.

The practice of Advancement (alumni and philanthropic engagement) plays a key role in the delivery of *Looking Ahead*, the University of Newcastle Strategic Plan 2020-2025, and achieving its goals.

Be part of something bigger

The Fundraising team partners with University of Newcastle Colleges and Divisions to undertake the planning, coordination and implementation of comprehensive and targeted fundraising campaigns, relationships and programs to build a culture of philanthropy across the institution and secure philanthropic income to meet strategic objectives and realise institutional priorities.

The Fundraising team works to enable Colleges and Divisions to both lead and support their own fundraising to generate philanthropic income for priority projects and achieve their strategic goals through the development of collaborative and enduring relationships with key external stakeholders.

This position is being offered as a fixed term contract for a term of 5 years and is located at the Callaghan Campus.

How will you inspire us?

With an extensive track record in fundraising leadership and closing major gifts, you will demonstrate impeccable communication skills, with a flair for highly nuanced negotiation. You bring strong emotional intelligence with a donor centred approach and the ability to form enduring fundraising relationships, whilst delivering on income and activity based KPIs.

You inspire your team, creating a culture of mutual trust and collegiality that engenders success. Offering guidance and mentorship, you bring out the best in those around you and empower your team to achieve fundraising objectives across a variety of programs.

You have the ability to conceptualise, develop and review objectives and strategies enabling fundraising opportunities, and undertake high level engagement with internal and external stakeholders. You provide best practice advice and strategic fundraising support to the University's senior leadership and other stakeholders across the University, as well as external partners engaged in supporting philanthropic activities.

The remuneration is from \$125,816 plus 17% superannuation with UniSuper.

For additional information on the position contact Rebecca.Hazell@newcastle.edu.au or Jane Louise Graham on (02) 4985 4546.

Let's create this future together. Here's how to join us:

Your application must include:

- CV/Resume; including contact details for a minimum of three relevant referees. Your CV/Resume should be a maximum of five pages
- A Cover Letter; outlining your interest in the role.
- Response to the following five key Essential Criteria:
 1. Postgraduate qualifications and demonstrated success leading the development and implementation of fundraising programs and teams; or extensive fundraising leadership experience and track record combined with a relevant undergraduate degree.
 2. Demonstrated ability to develop and deliver on both income and activity based KPIs and the demonstrated ability to negotiate and articulate a case for support that results in attracting philanthropic income through a donor centred approach.
 3. Demonstrated experience in leading, inspiring and motivating an externally focused and goal-driven team of fundraising professionals, with the ability to negotiate priorities, work with the team to meet donor-led deadlines and demonstrate innovation and initiative to succeed.
 4. Demonstrated track record nurturing enduring fundraising relationships and experience 'making the ask' resulting in securing significant major gifts and philanthropic grants, as well as demonstrated experience in providing excellent donor, or customer care.
 5. Highly developed written and verbal communication skills and demonstrated experience developing presentations, business plans and reports, philanthropic cases for support and submissions and proposals, which have led to securing significant philanthropic income through major gifts.

Your Cover Letter and response to the Essential Criteria should not exceed 4 pages (approximately 2,000 words).

The Selection Committee members for this role are:

Chair: Rebecca Hazell - Director of Advancement

Member: Kristy White - Head of Alumni Programs

Member: Professor Brian Kelly - Pro Vice-Chancellor (Research)

External Member: Stephen Mally -Director Fundraising Force

How to apply

Please submit your current resume and a cover letter addressing the Essential Criteria. Click [Apply Now](#) and this will take you to the application site.

*** If there is a Conflict of Interest with any member of the Selection Committee that you need to declare or any concerns you wish to discuss, please email recruitment@newcastle.edu.au as soon as possible. Click on the link to view the [Conflict of Interest Policy](#).*

Closing date: Sunday, 8 August

We are excited to be *Looking Ahead* with you