UNSW Sydney has been committed to discovery, creativity and challenging the status quo since 1949. The University has a history of improving and transforming the lives of students locally and globally. UNSW Sydney consists of 7 faculties across 4 main campuses in Kensington, Paddington, Sydney CBD and Canberra, serving more than 63,000 students. The University is in the Top 50 rankings of universities worldwide in 2022.

The Development Manager will bring professional experience and an entrepreneurial approach to take a leading role in supporting the growth of UNSW’s fundraising program, within the Law & Justice Faculty. Rated 14th law faculty in the world, they are at the forefront of many fields of Australian, international and comparative law, initiating research and informing practice, with key strengths underpinned by social justice, technological transformation, and the global dimensions of legal thought and practice. This integral role will implement strategies to achieve significant revenue targets for the Law faculty with a personal portfolio of around 100 major gift prospects. The Development Manager will focus on cultivating and soliciting major and planned gifts, and long-term relationships, to support the University’s highest fundraising priorities.

The Development Manager will focus on identifying and meeting with prospects, cultivating and soliciting major and planned gifts, and long-term relationships, to support the University’s highest fundraising priorities, to achieve significant revenue target. Reporting to the Head of Development, you will develop, strategise and lead philanthropic gift ideas in partnership with donors and academic partners, as well as proactively identifying projects requiring support. This role will create and implement strategies to ensure that activity and income goals are met. You will connect the hearts and minds of donors to give generously to UNSW and support education, scholarships, research and aspirational programs that deliver outcomes and impact. You will prepare complex philanthropic proposals, and stewardship information for prospects and donors, and manage key relationships along the donor journey.

About YOU

- A solid track record in major gift fundraising OR relevant transferrable skills in building long-term relationships,
- High-achiever with tenacity, resilience and unwavering commitment to excellence, results and outcomes,
- Demonstrated success in prioritising a pipeline of prospects, and diligently moving towards win-win outcomes through meaningful engagement and stewardship,
- Exceptional communication and interpersonal skills, plus the ability to listen, engage, negotiate and influence,
- A growth mindset, and genuine curiosity in ideas, abstract concepts, projects and people,
- A collaborative, customer-centred approach, and ability manage diverse stakeholders with tact and diplomacy,
- Self aware and high emotional intelligence, and ability to read the room,
- Proven ability to manage complex projects involving multiple interest groups to reach strategic goals.

APPLY NOW if you are a natural relationship builder with a genuine interest in advancing education, law and justice, plus the commitment to strive for excellence, outcomes and impact.

Gembridge is proud to partner with UNSW Sydney. For a confidential discussion, please contact Michelle Varcoe or Parool Shah on 03 8375 9661 or email apply@gembridge.com.au