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 Medicine & Health faculty. As number 1 in Australia for Research Impact, their discoveries transform the landscape of health, leading to breakthrough cures, therapies, interventions and policies, plus offer one-of-a-kind study options taught by industry leaders that embrace critical thinking together with hands-on and real-world clinical experience.

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, to achieve significant revenue targets. Reporting to the Head of Development, you will develop, strategise and lead philanthropic activities in partnership with key Development colleagues and academic leaders. Through research, effective listening and discovery conversations, you will proactively build connections and understanding of donor’s interests, motivations and values, and align them with opportunities that need philanthropic investment to be realised. You will prepare and present complex philanthropic proposals, campaign materials and information, and through meaningful engagement and stewardship, you will connect the heart and minds of donors with UNSW to advance the extraordinary work, research, student experience and impact of the Medicine & Health faculty.

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 have are natural relationship builder with career aspirations to make a meaningful contribution to advance medicine and health research, outcomes, innovation and impact.

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

www.gembridge.com.au