

Development Manager Trusts & Foundations

- *Create impact through T&F portfolio & partnerships*
- *Join a modern, forward thinking university*
- *Attractive salary, flexibility & benefits*

WESTERN SYDNEY
UNIVERSITY



Working at Western Sydney University means you will be part of an organisation that is ranked in the top 2% of universities worldwide and is a research leader – with 80% of the University’s research being at or above world standard. We understand the key to your success is unlocking your true potential – just as we do with our students. Our 3,500 staff members work together to enable a dynamic, inclusive and innovative culture that is distinctly research-driven and student-centred. The University is deeply embedded in the community and the region we serve, which is Australia’s fastest growing economy and one of the most culturally diverse areas in Australia.

Reporting to the Director, Development, this role is within the Development team, playing a critical role in developing targeted philanthropic Trust submissions to raise funding to support exciting initiatives across a numbers of areas, including scholarships, research and capital campaigns. Managing and prioritising the application and acquittal process will be important to build a sustainable Trusts & Foundations program, as will the ability to build and coordinate an efficient and ongoing pipeline of funding opportunities from philanthropic Trusts and Foundations.

As a member of the Development team and the wider Office of Advancement, you will also work closely and collaboratively with Schools, Institutes, and professional services colleagues to ensure funding outcomes are achieved.

About YOU

- Demonstrated ability in managing philanthropic relationships and a pipeline of applications including pro applications, project, pipeline and acquittal process
- Excellent persuasive written and verbal communication skills and ability to simplify complex information
- Strong influencing, interpersonal and communication skills to build strong relationships with internal and external stakeholders
- Ability to think critically, objectively, analytically and creatively
- Strong organisational and planning skills and ability to work to targets and deadlines
- Working knowledge of the philanthropic landscape, with a specific focus on the Australian market
- Relevant tertiary qualifications in marketing, business or commerce or demonstrated experience in fundraising

APPLY NOW if you are a Trust & Foundations specialist passionate about transforming our future generation.

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



Gembridge

Finding & Connecting
Gems & People

www.gembridge.com.au