

Prospect Development & Research Manager

- *Play a critical role in achieving philanthropic success*
- *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 Development Manager, this role is within the Development team, playing a critical role in developing and implementing a strategy for prospect research and management. This strategy will underpin the key objectives of fundraising initiatives to significantly increase philanthropic support for Western Sydney University, enabling them to achieve their long-term strategic goals and vision.

Working closely with the Advancement leadership and Development team, you will also be responsible for employing tools that will allow you to maximise your research outcomes, including data-mining analysis, predictive modelling, prospect distribution, coordination, management and reporting.

About YOU

- Demonstrated ability to identify and employ proactive prospecting methodologies
- Demonstrated ability to develop in-depth research profiles and briefings for high value prospects and donors, while maintaining a high level of accuracy, confidentiality, and security
- Strong interpersonal skills and the ability to liaise and build trust with stakeholders at all levels
- Excellent written and verbal communication skills, including the ability to draft clear and concise reports and insights
- Ability to problem solve, think conceptually, analytically and logically
- Strong organisational skills and ability to prioritise, work under pressure to meet deadlines
- Awareness of ethics around fundraising and knowledge of privacy legislation
- MS Office skills, particularly Excel and CRM experience (ideally Raisers Edge)
- Relevant tertiary qualifications or demonstrated work experience in the field

APPLY NOW if you are a proactive prospect research professional who is 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



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Finding & Connecting
Gems & People

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