

SENIOR DEVELOPMENT MANAGER (STEM)

- *Create transformational impact through philanthropy*
- *Lead people, capability and partnerships*
- *Join an inspiring & collaborative team*
- *HEW Level 9 (plus 17% superannuation)*



MONASH
University

Monash is a University of transformation, progress and optimism. Monash ranks among the world's top 50, and has a number of campuses including Clayton, Caulfield, Melbourne CBD, Indonesia and Malaysia. The University is currently running its first ever-institutional philanthropy campaign 'Change it. For Future Generations', which underpins their ambitious advancement and fundraising goals. The campaign is one of the largest, most ambitious and impactful campaigns in Higher Education fundraising globally and creates an incredible platform from which to achieve fundraising success and to engage partners to make a difference.

The Development team is part of the External Relations, Development and Alumni portfolio (ERDA) and comprises approximately 50 dedicated, collaborative and highly-regarded development professionals. ERDA sits within the Office of the President and Vice-Chancellor and includes alumni relations, communications, fundraising, external engagement, donor programs, and community engagement activities for the University, nationally and internationally.

Reporting to the Deputy Director, Development, this role will play a major role in developing relationships with internal stakeholders including the Deans of IT, Science and Engineering and senior leaders within the Faculty, key academics and alumni, as well as communications, marketing and engagement colleagues within ERDA and across the University. Above all, you will help to drive the delivery and evolution of one of the largest, most ambitious and exciting campaigns in Higher Education fundraising: Change it. For Future Generations. This campaign places philanthropy at the forefront of Monash University's engagement and creates an incredible platform from which to achieve fundraising success.

Leading a small team, you will develop and implement a comprehensive fundraising strategy to meet faculty and university objectives, securing significant philanthropic commitments from a portfolio of prospects and donors. Developing key relationships with donors to align emerging strategic STEM opportunities will be important to ensure that Monash University is the partner of choice in achieving transformational impact. You will build an extensive network of internal colleagues, clients, stakeholders and external service providers to support the fundraising efforts.

About YOU

- Strong stakeholder engagement skills, and ability to operate effectively in a large and complex organisation.
- Excellent interpersonal and communication skills to liaise, consult and negotiate confidently and professionally with external and internal stakeholders, across the faculty and the broader University.
- A compelling story-teller to engage the hearts and minds of donors along the philanthropic journey, along with the confidence to do 'The Ask' in order to secure transformational and multi-year gifts.
- Relevant tertiary qualifications, CFRE or membership of Fundraising Institute of Australia is highly regarded.

Along with a rewarding career, Monash University provides a competitive remuneration package, a flexible and supportive workplace with excellent opportunities for learning, progression and development.

APPLY NOW if you are a strategic donor-centric fundraising leader with major gifts expertise and commitment to maximise fundraising potential, plus a genuine interest in advancing STEM.

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



Gembridge
Finding & Connecting
Gems & People

www.gembridge.com.au