

# DEVELOPMENT MANAGER (Law & Justice)

- *Lead relationships, growth & impact*
- *Be challenged & do meaningful work*
- *Join a highly-ranked University & thriving team*
- *\$104,618 - \$136,945 salary plus 17% Superannuation*



**UNSW**  
SYDNEY

Since its foundation in 1949, UNSW Sydney has had a clear vision – “to improve lives globally, through innovative research, transformative education and commitment to a just society”.

We are one of the leading research and teaching-intensive universities in the world, consisting of 7 faculties across 4 main campuses in Kensington, Paddington, Sydney CBD and Canberra, serving more than 63,000 students. The University was in the Top 50 rankings of universities worldwide in 2022.

Reporting to the Head of Development, this role will be crucial in supporting the growth of UNSW’s fundraising program, within the Law & Justice Faculty. Rated 14<sup>th</sup> Law Faculty in the world, we are at the forefront of many fields of Australian, international and comparative law, initiating research and informing practice, with key focus on major issues including human rights, social justice, Indigenous rights and climate change.

In this integral role, you will build and manage a personal portfolio of around 100 major gifts prospects to achieve significant revenue targets for the Law & Justice Faculty, to support UNSW’s highest fundraising priorities. As a key member of a vibrant fundraising team, you will also lead the development of philanthropic gift ideas and strategies in collaboration with Development colleagues, donors and academic partners, as well as proactively identifying projects requiring support.

## 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,
- A compelling story-teller to engage the hearts and minds of donors along the philanthropic journey, along with the confidence to do ‘The Ask’ to secure significant funding
- 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 to 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](mailto:apply@gembridge.com.au)



**Gembridge**  
Finding & Connecting  
Gems & People

[www.gembridge.com.au](http://www.gembridge.com.au)