



Director, Development

- Parklands Dr, Southport QLD 4215, Australia
- Full-time
- Appointment Type: Fixed Term
- Employment Type: Full Time
- Department ID: Advancement - GDA
- Primary Location (Campus): Gold Coast Campus

Creating a brighter future for all

In less than 50 years, Griffith has become one of the world's global top 250 universities, and one admired for its distinctive and innovative approaches, including its founding focus on Asia and Environmental Sustainability. More recently Griffith's reputation has become further enhanced for ensuring talented young people – who otherwise might miss out – benefit from a university education. Located in South-East Queensland, Australia's fastest growing region, Griffith plays a pivotal role at the centre of the Gold Coast's Health & Knowledge Precinct and is embedded in Brisbane's cultural and performing arts heart at South Bank.

Supporting the University's four Academic Groups, 22 research centres and institutes, and considering the needs of Griffith's more than 49,000 students across five campuses, the Advancement team seek to maximise Griffith's philanthropic and alumni engagement potential. Providing a coordinated approach to developing engagement and fundraising initiatives, and working collaboratively across the University, the Advancement team initiate, grow and steward strong stakeholder relationships with alumni, donors and others who support Griffith University's research and education endeavours.

Job Description

Griffith University is seeking an exceptional individual with an outstanding record for philanthropic partnership to assume the role of Director, Development, one of the most significant fundraising leadership positions available in Australian higher education.

As Griffith prepares to launch its first ever comprehensive philanthropy campaign in 2023 - only the sixth Australian university to do so - the new Director, Development will be a philanthropic leader with extensive experience in campaigns and major gift fundraising in the tertiary education sector.

Reporting to the Vice President (Advancement), the Director, Development will be a key member of the Advancement leadership team and an active participant in strategic decisions, as well as providing senior fundraising capability to meet the University's strategic goals.

Responsible for developing and implementing philanthropic revenue generation strategies, the Director, Development will lead a team of experienced fundraising and development professionals to substantially grow the University's philanthropic funds.

Key Competencies

Strategy and Leadership

- Drive the development and effective implementation of the University's Philanthropy and Fundraising Strategy activities, leading an experienced fundraising team to build and manage a pipeline of major gift donors and prospects to meet strategic targets.

Development

- Build strong and ongoing connections with key external stakeholders, alumni, prospects and donors, identifying major, national and international philanthropic opportunities and taking responsibility for the solicitation of major gifts.

Operations

- Lead and promote cultural behaviour in accordance with the principles and values embodied by the University

What we can offer

A competitive salary package will be negotiated with the successful candidate.

This is a full time, fixed term appointment for 5 years.

A location of Brisbane or the Gold Coast will be determined as part of the selection process. The successful candidate will be required to work flexibly across all Griffith campuses.

Additional Information

Why join Griffith?

As a values-led organisation, at Griffith University, we've worked hard to create a dynamic and strong organisational culture. We support the professional and personal development of all our employees and invest in the skills of our people. We offer:

- Flexible working options and genuine work-life balance.
- Salary packaging options and corporate health discounts.
- Generous leave entitlements including paid parental leave and leave loading.
- Support with future learning opportunities through our educational staff assistance scheme.

Griffith University values diversity, inclusion and flexibility and we encourage Aboriginal and Torres Strait Islander, and people of all backgrounds to apply. For more information, please visit our [Equity, Diversity and Inclusion](#) page.

How to apply

To read more about this opportunity, please see our microsite [here](#).

The University is being assisted by **Richmond Associates** and all applications should be submitted directly to Richmond Associates, Australia Office: info@richmond-associates.com or via richmond-associates.com/job/director-development-2/

For a confidential discussion about this opportunity please contact Jocelyn Kelty, Director or Judith Marks, Senior Consultant, Richmond Associates, Australia Office on [+61 \(0\)2 8218 2185](tel:+610282182185) or by email at info@richmond-associates.com

Closing date: Monday 6 February 2023 at 5 pm AEST.



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