

SENIOR PHILANTHROPY MANAGER

- *Cultivate and grow philanthropic relationships*
- *Join an inspiring & collaborative team*
- *HEW Level 9 (plus 17% superannuation)*



Swinburne University of Technology has an international reputation for quality research that connects science and technology with business and the community. They have excelled in the 2024 Times Higher Education World University Rankings, ranking in the top 250 worldwide. This is a great acknowledgement of their commitment to high-quality teaching, research and graduate outcomes.

At Swinburne, they celebrate the way diversity enriches experiences and drives impact on a social and global scale. For over 100 years Swinburne has nurtured some of the brightest minds who have gone on to challenge and shape our tomorrow. They are committed to honour their founders' values whilst looking to the future with technological research and impact.

Reporting to the Associate Director, Philanthropy, this role will identify and develop philanthropic opportunities in support of the university's Horizon 2025 strategic vision. In this role you will be responsible for cultivating, soliciting and stewarding an assigned portfolio of major donors and major donor prospects, including individuals and representatives of philanthropic entities, such as trusts and foundations, private ancillary funds and corporate partners.

A key focus of this role will see you build an extensive network of internal colleagues, clients, stakeholders and external service providers to support fundraising efforts.

About YOU

- Proven ability to develop and execute strategies within Philanthropy from a variety of portfolios such as key major donors and prospects, including individuals, private ancillary funds, alumni, trusts and foundations and corporate foundations,
- Strong leadership capabilities with a passion for Higher Education and an instrumental member of a high performing team working collectively to exceed targets and deliver activities,
- Entrepreneurial and creative mindset,
- Strong stakeholder engagement skills, and ability to operate effectively in a large and complex organisation,
- Sophisticated and nuanced 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.

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 education.

Gembridge is proud to partner with Swinburne.

For a confidential discussion, please contact Dawn Patrick or Michelle Varcoe on 03 8375 9661 or email

apply@gembridge.com.au



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Gems & People

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