



Senior Development Manager (Corporate)

BUSINESS DEVELOPMENT PORTFOLIO
CHANCELLERY DIVISION



About QUT

QUT is a major Australian university with a global reputation and a 'real world' focus. Our courses equip our students and graduates with the skills and mindset they need to realise their full potential in a rapidly changing world.

With more than 50,000 students across two inner-city campuses in Brisbane, QUT offers academic programs in fields spanning business, creative industries, education, engineering, health, law, science and social justice across five faculties.

We are transforming the learning experience—embedding work integrated learning and focusing on developing entrepreneurial skills. We offer executive education and professional development through QUTeX, flexible learning through QUT Online and pathways into our undergraduate programs through QUT College.

With a history of access, innovation and inspiration, QUT has maintained a strong ethos of being the university for the real world. Our students experience award-winning teaching, high levels of satisfaction and excellent graduate employment outcomes.

We are an ambitious institution, with strong research programs which connect with fundamental enquiry into societal outcomes.

QUT is well known for our strong links to industry and government, and our interdisciplinary teams create high-impact research in areas as diverse as climate change mitigation, digital media, materials science and biomedical innovation.

Our Vision

With a commitment to enhancing the staff and student experience and doubling Indigenous enrolments over the next five years, *Connections*—the QUT Strategy 2023 to 2027—is a bold plan to transform the learning experience.

Our strategy establishes QUT as 'the university for the real world', and charts our provision of transformative education, student experiences, and research that is relevant to our communities.

The strategy connects aspiration to opportunity for our students and staff, it expands pathways for our Indigenous Australian students, and it

builds supportive research environments.

QUT will also develop a curriculum transformation approach that responds to demand from students to support their journey from high school to graduation and beyond and reinforces the value of professional connections within the curriculum.

QUT Values and Priorities

Aligned to and supporting our vision are the QUT Values:

- Ambition
- Curiosity
- Inclusiveness
- Innovation
- Integrity
- Academic Freedom

Underpinned by our Priorities:

- Creativity and entrepreneurship
- Health and wellbeing
- Inclusion and social justice
- Recognising and fostering Indigenous Australian excellence
- Sustainability and the environment

About the Chancellery Division

Chancellery Division is responsible for strategy, including Indigenous strategy, government relations and policy, assurance and risk, international, marketing and communications, and business development. The Chancellery Division is led by the Vice-Chancellor and President.

About the Business Development Portfolio

The Business Development Portfolio provides university-wide coordination and stewardship of QUT's engagement with industry, philanthropic and alumni communities. Led by the Vice-President (Business Development), the following areas fall within the Portfolio's responsibility:

- Office of the Vice-President (Business Development);
- Industry Engagement;
- Advancement; and

- Alumni, Venues and Events.

About the Position

The Senior Development Manager, Corporate Giving, collaborates with the Director of Development to conceive, maintain, and execute fundraising campaigns. By leveraging existing relationships and cultivating a prospective pipeline, it establishes sustainable partnerships for shared value domestically and internationally. The Senior Development Manager plays a vital role in advancing corporate philanthropic initiatives.

Collaborating with the Advancement team, Business Development Portfolio, and university professionals, the incumbent facilitates corporate major gift fundraising. The role reports to the Director of Development, for supervision, workload management, and performance planning and review.

As a key driver in elevating QUT's philanthropic efforts, the role contributes to the university's growth, reputation, and community impact. Dynamic leaders with a proven track record in corporate giving and stakeholder engagement are invited to apply.

This position reports to the Director, Development for career planning, development, and performance expectations.

Key responsibilities include:

- Provide strategic direction and leadership in the development and execution of the corporate giving strategy both domestically and internationally.
- Oversee the line management of the Development Manager - Corporate Giving and provide guidance to Faculty-based Development Managers.
- Delivering to QUT's Advancement income target and individual KPIs.
- Developing a qualified pipeline of prospects and negotiating philanthropic opportunities in conjunction with senior academics and leaders.
- Producing timely proposals by summarising detailed and often complex academic projects that are accessible and motivating for the target audience.
- Identifying areas of shared interests held by prospective or current donors and QUT to develop pathways of interest, participation and involvement that leads to tangible

support for QUT, principally through philanthropy.

- Managing individual and corporate relationships, being highly responsive, and contributing to a sustainable and meaningful donor experience.
- Providing high-level support and consultancy to senior members of the QUT community in relation to corporate donor relations and philanthropic projects.
- Evaluating and managing contractual, reputational and other risks to the university through good management.
- Being a proactive team player committed to achieving the university's philanthropic campaign priorities.
- Compliance with health and safety policies, procedures, hazard reporting and safe work practices.

To ensure job flexibility the successful appointee may be required to:

- perform any other duties as nominated by the University consistent with the relevant classification descriptors detailed in the Enterprise Agreement. Staff undertaking any new duties will receive training;
- participate in job rotation or multitasking in consultation with their supervisor;
- work across campuses

Type of appointment

This appointment will be offered on an ongoing, full-time basis.

Location

Gardens Point campus.

Selection Criteria

1. Education, training and/or relevant experience to completion of a postgraduate degree with relevant experience in fundraising (ideally corporate fundraising), business development or similar.
2. Proven track record of meeting or exceeding income targets from effective fundraising or business development activities.
3. Demonstrated application of effective fundraising and stewardship techniques, with experience of CRM systems.
4. Outstanding interpersonal skills and facilitation competencies to represent QUT

across a range of internal and external stakeholders.

5. Awareness of cultural sensitivities and confidentiality and how to navigate these appropriately, while still achieving desired outcomes
6. Demonstrated skills in planning, with the ability to review and evaluate performance against objectives.
7. Demonstrated high-level communication skills in order to prepare fundraising proposals, write fundraising agreements, design plans, and prepare reports, presentations and correspondence.

Remuneration and Benefits

The classification for this position is Higher Education Worker Level 10 (HEW10) which has an annual remuneration range of \$163,646 to \$183,034 pa. Which is inclusive of an annual salary range of \$138,282 to \$154,666 pa, 17% superannuation, and leave loading.

At QUT, we believe that a fulfilling career goes beyond personal and professional development. We are pleased to offer real and generous benefits that include, but are not limited to:

- A healthy work-life balance.
- Competitive remuneration with up to 17% superannuation.
- Generous parental leave including primary carer parental leave of up to 26 weeks (including 17% super).
- Fitness passport and discounted rates on private health insurance.
- Leave loading of 17.5%.
- Purchased Leave Scheme - up to 8 extra weeks.
- Salary Packaging Scheme
- Comprehensive professional development opportunities, including leadership programs and study assistance.
- [Commitment to our Indigenous Australian staff](#) through initiatives such as the Indigenous Australian Staff Network, Cultural and Ceremonial Leave, Staff Development Workshops and representation on university committees.
- We see [diversity and inclusion](#) as our strength.

Explore more benefits on our [website](#).

In relation to this position, the University supports flexible working, including working from a non-QUT location for part of the working week. Successful applicants are encouraged to discuss opportunities to adopt a hybrid work

arrangement with their Supervisor.

Information for applicants

The position is open to applicants who have ongoing full-time work rights in Australia. In support of our strategic priority of Indigenous Australian success, Aboriginal Australians and Torres Strait Islander people are encouraged to apply.

For further information about the position, please contact Cormac Murphy, Director, Development, on (07) 3138 2897; or for further information about working at QUT contact Human Resources on (07) 3138 5000.

Candidates who are interested in the position are encouraged to apply even though they may feel they are not strong on individual selection criteria.

In assessing merit, the panel will take into consideration “performance or achievement relative to opportunity”. We recognise that many staff today have a range of personal circumstances, and career histories that challenge traditional ideas of a staff member. This may mean, for example, prioritising the quality of achievement rather than the quantity, as considerations of part-time employment, career interruptions and significant periods of leave are taken into account when assessing performance or achievement.

How to Apply

For further information and to apply, please visit www.qut.edu.au/careers for reference number **24130**.

When applying for this position we encourage you to upload your response to the selection criteria.

Applications close 31 March 2024