

- Newcastle or Sydney location (requirement for 1 day/week in Newcastle)
- Leadership opportunity in the five-year Advancement Strategy
- Create lasting connections working in a high performing and dedicated team
- **Please submit applications via this [link](#)**

At The University of Newcastle, we are dedicated to excellence in education, research, and community engagement. As we embark on our first comprehensive alumni engagement and fundraising campaign, we are seeking a dynamic individual to join our team as a Senior Relationship Manager (Philanthropy). This is a project-specific role running until the end of 2027, with a focus on achieving our fundraising goals and fostering lasting relationships with our philanthropic supporters.

Be challenged and imagine with us

As Senior Relationship Manager, you will play a critical role in the Advancement Strategy and the University moving to a scaled program of fundraising and alumni engagement. This position involves managing and leading a team, focusing on revenue generation from Trusts and Foundations, Private Ancillary Funds (PAFs), international philanthropy, major gifts, and more. The successful candidate will work closely with colleges, divisions, and the Head of Philanthropy to achieve fundraising Key Performance Indicators (KPIs) outlined in our Advancement Strategy.

You will inspire us with your:

- Strong leadership skills and previous experience managing a team.
- A proven track record of closing high net worth gifts.
- Experience in senior stakeholder management.
- Ability to work in a fast-paced collaborative environment.

This fixed term position is full time at a HEW 9 Higher Education Level, with a flexible location (Newcastle or Sydney – **requirement for one day/week at Newcastle**).

About our University

The University of Newcastle stands as a global leader distinguished by a commitment to equity and excellence. Our vision is to be a world-leading University for our regions and creating a better future for our regions and the globe. Underpinned by this vision and our values of excellence, equity, engagement and sustainability, [the University of Newcastle's *Looking Ahead Strategic Plan 2020-2025*](#) outlines the University's commitment to delivering an exceptional student experience and serving our communities.

For more information click here – [Our Uni](#).

About the Unit

The practice of Advancement (alumni and philanthropic engagement) plays a key role in the delivery of *Looking Ahead*, the University of Newcastle Strategic Plan 2020-2025, and achieving its goals. The OAP comprises four teams:

1. Alumni Programs
2. Community Fundraising and Donor Relations

3. Philanthropy
4. Advancement Operations

The Senior Relationship Manager (Philanthropy) sits within the Philanthropy team, whose focus is on building enduring philanthropic relationships.

The Philanthropy team partners with and enables University of Newcastle Colleges and Divisions to lead and support the generation of significant philanthropic income for priority projects and achieve strategic goals through the development of collaborative and enduring relationships with key external philanthropic stakeholders.

What we offer

In addition to working for a university that is breaking boundaries, discovering new ways of thinking and cementing a place as a global leader, we offer a range of benefits to our employees to ensure you balance your commitments, stay healthy and work effectively.

These include:

- The remuneration for this position is from \$130,798 - \$140,139 p.a. + superannuation and is commensurate with skills and experience.
- Flexible working arrangements (in line with the University's [Flexible Work Policy](#).)
- 17% super and salary packaging.
- Additional University Holiday days, generous personal leave and parental leave, annual leave loading and additional purchased leave scheme.
- Discounts in private health insurance, gym memberships, software, travel and more.
- Wellbeing programs.

Your next steps

Please visit [here](#) for a guide on how to apply for a role.

PLEASE APPLY VIA THIS LINK -

<https://www.livehire.com/careers/universityofnewcastle/job/BF9FY/1JKPBYA0YN/senior-relationship-manager>

Please download a copy of the Position Description before commencing your application.

Your application must include:

- Your resume
- A cover letter outlining your motivation to apply for this opportunity
- A statement addressing the Essential Criteria listed below:
 1. Experience in fundraising and closing gifts, including development and implementation of fundraising strategies.
 2. Proven track record securing significant philanthropic grants from trusts and foundations.
 3. Proven success in the negotiation and articulation of a case for support that resulted in attracting philanthropic income.
 4. Demonstrated experience in leading, inspiring, and motivating a team, with the ability to negotiate priorities, work with the team to meet deadlines and demonstrate innovation and initiative to succeed.

5. Demonstrated experience and commitment to working in a client focussed manner, including an ability to work effectively with internal and external stakeholders at all levels of an organisation.
6. Highly developed written and verbal communication skills and demonstrated experience developing presentations, business plans and reports, philanthropic cases for support and submissions, which have led to securing significant philanthropic income through major gifts.
7. Ability to show leadership and exceptional interpersonal skills by empowering staff to meet high standards and delivery of targets whilst actively managing performance and KPIs to achieve positive outcomes.

Please upload your Cover Letter and response to the requested Criteria as one PDF document.

Your Cover Letter and Response to the Essential Criteria should not exceed 4 pages (approximately 2,000 words).

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For specific position enquiries, please contact name Kate Meyers, Head of Philanthropy via email kate.meyers@newcastle.edu.au

Having Difficulties? Please reach out to us: employment@newcastle.edu.au

Closing date: Sunday 28 April 2024 at 11.59pm AEST

We are excited to be Looking Ahead with you