

Massey University Foundation

Palmerston North

The Massey University Foundation is a registered charitable trust responsible for fundraising and administering gifts to the university.

The mandate of the foundation is to provide philanthropic funding for projects of strategic importance to the university including research, academic chairs, scholarships, and infrastructure projects; helping the university to achieve its goals. Gifts from alumni, staff, friends, trusts and foundations and other funding agencies provide financial strength to the university and make it academically stronger.

We invite applications from seasoned fundraisers who understand philanthropy and the transformational impact it can have, to join the team in the Development Manager role.

About the role

As the successful applicant, your core focus will be to:

- build enduring relationships with senior faculty/college members and Alumni
- contribute to ideas and development of philanthropic projects
- identify, solicit, and cultivate prospects, and steward existing donors to secure major donations
- engage and interact effectively with individuals, groups and organisations to gain credibility and ;matching prospective donors and organisations
- work with the development team on agreed fundraising campaigns and targets and
- secure donations of a minimum of \$500,000 per annum.

What we are looking for:

The role requires a proven track record in fundraising with the ability to think and communicate strategically, deliver sound fundraising plans, manage budgets and be well-versed in donor identification, cultivation, solicitation, and stewarding. To be successful in this role you will have

- High ethical standards with an ability to deal appropriately with confidential matters
- At least three years fundraising experience (preferably not-for-profit or a tertiary environment)
- High level of oral and written skills with the ability to prepare documents and reports for presentation to senior management
- High level of communication skills with the ability to relate across multiple levels
- Current NZ drivers licence

Why Te Kunenga ki Purehuroa/Massey University?

Joining the Massey you will be able to access a number of staff benefits, including the following:

- Up to 6.75% employer contribution to the UniSaver Superannuation Scheme
- Five university holidays per year in addition to your annual leave
- Subsidised Southern Cross Healthcare plan for you and your family
- Special staff rates available for campus gym membership
- Staff purchasing privileges and discounts at many commercial and retail businesses across NZ.
- Access to a wonderful on-Campus crèche /day care facilities for dependents of staff on our Manawatu and Auckland campuses
- Comprehensive professional development and training programmes

If you are ready to play a key role in a small and dynamic team with a growing reputation and presence within a world-class university, apply now!

Closing date: 19 May 2024

Reference number: MUF_MUF_326_04/24

For further information and to apply online,

visit: <https://masseyunicareers.nga.net.nz/cp/index.cfm?event=jobs.checkJobDetailsNewApplication&returnToEvent=jobs.listJobs&jobid=211C27BF-C95F-EE4C-DEB3-DAA7108E49E0&CurATC=EXT&CurBID=62AFB35D%2D9273%2D4A11%2D8DCC%2D9DB401354197&JobListID=22FC4F47%2DE994%2D46A3%2DB8C9%2D9BC901269F43&jobsListKey=f496c82e%2D6217%2D4115%2D8c3a%2Dbd8903d061f1&persistVariables=CurATC,CurBID,JobListID,jobsListKey,JobID&lid=88256140056&rmuh=60B1D2532E9E60B04460751A2FD5394AAFAE5BA7>