



THE UNIVERSITY OF
SYDNEY

Leader, Business School Philanthropy

The University of Sydney seeks to appoint an outstanding development leader to drive forward philanthropy for the [University of Sydney Business School](#). This position will contribute in a senior capacity to the growth of the University's Advancement Portfolio and will play a key role in the forthcoming campaign. This is an exciting opportunity to join a high-performing team that empowers people to do great work. Underpinned by the values of excellence, trust, and accountability, this will provide a supportive yet ambitious environment where you can take the next step in your career.

The Opportunity

Since the University of Sydney's founding in 1850, we have believed in education for all and leadership that improves lives in all our communities. With 92,000+ alumni worldwide, the University of Sydney Business School develops responsible leaders by creating and mobilising impactful management knowledge to build prosperous, sustainable organisations for a healthy, inclusive society.

We seek an outstanding individual and talented leader who is dedicated to leading the University of Sydney Business School's Philanthropic Strategy. This role is responsible for developing the partnership between the Advancement Portfolio and the Business School to deliver an ambitious philanthropic vision, supporting the delivery of the Business School Strategy 2023-2027. Working closely with academic leadership, this position is charged with growing a culture of philanthropy across the business school and increasing awareness of and engagement with advancement. Through this work, you will be helping to change the course of lives for the better and delivering remarkable societal impact.

Recognised as the finest performing team, having completed the nation's first \$1BN fundraising campaign and embarking on the next, this is a career-defining role with the opportunity to significantly grow philanthropic funds aligned to strategic priorities. Using your skills and experience to close gifts of \$1 million+ to devise and implement effective strategies to achieve significant fundraising targets. You will also develop a growing team of high-performing fundraising professionals who work collaboratively with the wider Advancement team.

The following overview of activities and accoEvolve and scale philanthropic support towards Business School priorities;

- Lead, coach and manage a small team of fundraising professionals to develop their own major gifts skills;
- Personally manage a portfolio of potential donors with the capacity to give \$1 million+;
- Ensure existing donors are well stewarded and appropriately recognised by the University;
- Collaborate across the Advancement Portfolio with colleagues on philanthropic opportunities;
- Ensure the Advancement Portfolio database is effectively utilised for prospect and relationship mgmt;
- Be involved in University-wide priorities.

About You

Possessing exceptional leadership qualities, with proven experience in managing organisational complexities, you will have a strong track record in achieving ambitious financial goals and securing significant 7-figure philanthropic gift opportunities. You will understand the Business School landscape and community, and you will be able to demonstrate sophisticated relationship-building skills and engage internal and external stakeholders effectively.

You will be solutions-oriented and highly motivated with proven leadership experience with the ability to inspire, mentor and motivate a group of ambitious, goal-oriented fundraising professionals. You will have highly developed organisational and time management skills to balance the competing priorities of your donor-focused activity, team leadership, and stakeholder management while focusing on the longer-term vision and strategy.

Your sophisticated partnership approach, with a strong sense of integrity and outstanding communication skills, will be instrumental in the success of the Business School Philanthropy strategy. Demonstrating the University's values of trust, where we are actively creating an inclusive and collaborative environment, and accountability for owning our successes and failures both collectively and individually. You will be a respected leader, trusted advisor and someone who fosters kindness and inclusivity.

When you join the University of Sydney, you become an integral part of a community where you are fully supported to achieve your career ambitions. You'll be in a workplace where development is encouraged and intellectual pursuits foster a sense of purpose and confidence.

How to Apply

Be part of something bigger.

Please apply by submitting your CV and a one-page cover letter to jeromine@corporatediversitypathways.com, demonstrating your strong interest in the role and the University and addressing the key selection criteria.

A Candidate Job Pack is available by emailing jeromine@corporatediversitypathways.com. All the applications will be treated in the strictest confidence.

Corporate Diversity Pathways has been appointed exclusively to undertake this executive search assignment. Please direct all enquiries to Jeromine Alpe at jeromine@corporatediversitypathways.com or call Jeromine at +61 404 487 962 for a confidential discussion.

EEO Statement

At the University of Sydney, our shared values include diversity and inclusion, and we strive to be a place where everyone can thrive. We are committed to creating a University community that reflects our wider community. We deliver on this commitment through our people and culture programs, as well as key strategies to increase participation and support the careers of Aboriginal and Torres Strait Islander People, women, people living with a disability, people from culturally and linguistically diverse backgrounds, and those who identify as LGBTIQ. We welcome applications from candidates from all backgrounds.