

Director, Development

Business Development Portfolio

Chancellery Division



the university
for the real world

About QUT

QUT is a major Australian university with a global outlook and a 'real world' focus. We are one of the nation's fastest growing research universities and our courses are in high demand.

We are an ambitious and collaborative institution that seeks to equip our students and graduates with the skills they will need in an increasingly disrupted and challenged world. We are transforming the student experience we offer our 50,000 students and we place a premium on the international and national accreditation of our various professional degrees.

Our internationally award-winning Science and Engineering Centre is home to The Cube, acknowledged as one of the world's largest digital interactive learning and display spaces. QUT established the world's first Creative Industries Faculty, and we invest heavily in collaborative learning and interdisciplinary research environments, including the \$95M Education Precinct.

Further information about QUT can be obtained from the website at www.qut.edu.au.

Our Vision

QUT's [Blueprint 6](#) is our institutional strategic plan. The Blueprint formalises QUT's ambitions and declares our strong sense of purpose which is to provide transformative education and research relevant to our communities. It provides a framework and strategies to enable QUT to realise our vision to be the university for the real world and identifies the following priorities:

- support aspiration and inclusion
- encourage creativity and entrepreneurship
- embrace digital transformation and technology
- embed principles of health and wellbeing
- support Indigenous Australian engagement, success and empowerment
- enable professional engagement and ethical leadership and,
- focus on the environment and sustainability

Aligned to and supporting our vision are the QUT Values. These Values highlight what makes QUT distinct and successful. Providing a compass for our decisions, actions and behaviours and strengthening our community.

QUT Values

- Ambition
- Curiosity
- Innovation
- Integrity
- Inclusiveness

About the Chancellery Division

The Vice-Chancellor and President is responsible to Council for providing leadership to the University and for the academic, financial and administrative functions of the University. The Vice-Chancellor is also QUT's chief representative on external forums.

The Vice-Chancellor leads the Chancellery Division which includes the Business Development and International Portfolios, Indigenous Strategy, Government Relations and Policy, Assurance, Risk and Integrity Services, Marketing and Communication, and Finance Business Solutions.

The Office of the Vice-Chancellor provides support and manages the business of the Vice-Chancellor and Chancellery Division. The Chancellery supports the University Executive in fulfilling their responsibilities to Council for providing leadership to the University and its academic, financial and administrative functions.

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.

The Vice-President (Business Development) also provides executive oversight as the senior executive contact for QUT Enterprise Holdings (QEH) and its subsidiary companies.

About the Position

The Director, Development is responsible for leading the philanthropy program at QUT with strategic input into the Advancement strategy. This role leads a team of fundraisers and will develop and execute strategies for a major fundraising campaign.

This position reports to the Executive Director, Advancement for supervision, workload management and for Performance Planning and Review (PPR).

Key responsibilities include:

- Strategic development and delivery of a philanthropy program that builds momentum for a major university philanthropic fundraising campaign.
- Establish and drive new initiatives that foster leadership giving (\$1M+).
- Lead and develop the philanthropy team, manage staff, budgets and programs.
- Effectively manage a portfolio of relationships with leading key donors and volunteers to secure Major (\$25K) and Principal (\$1M+) gifts from individuals, foundations, business and government.
- Establish realistic but challenging philanthropic institutional KPIs, build a compelling campaign case for support and strong donor pipeline for the university.
- Establish and nurture strong relationships with key internal stakeholders, including university executive, to advance philanthropic priorities.
- Be a contributing member of the Senior Management Team
- When appropriate, deputise for the Executive Director, Advancement.
- Compliance with health and safety policies, procedures, hazard reporting and safe work practices.

Type of appointment

This appointment will be offered on a fixed-term, full-time basis for up to five (5) years.

Location

Gardens Point campus.

Selection Criteria

1. Education, training and/or relevant experience equivalent to completion of a postgraduate degree with at least five years management experience in development or fundraising, relationship management or business development.
2. Experience in leading and managing a major philanthropic campaign.
3. An understanding of successful Major and Principal gift fundraising, at a senior level, ideally including securing seven-figure gifts, developing proposals and creating innovative cultivation and solicitation strategies.
4. Demonstrated experience of effective leadership in devising and delivering strategy.
5. Demonstrated ability to lead and manage a high-performing team.
6. Exceptional written and verbal communication and negotiation skills, including the ability to make presentations in a range of settings to a range of audiences.
7. Excellent business development and/or relationship management skills with high-level personal linkages and networks.
8. Demonstrated ability for continuous improvement in complex environments.

Remuneration and Benefits

An attractive remuneration package will be negotiated with the successful applicant.

Beyond personal and professional fulfilment, a career at QUT brings a broad range of tangible benefits. With competitive remuneration including superannuation, the University offers real and generous benefits.

QUT is a high quality and flexible organisation that is proud of its excellent employment conditions which include but are not limited to:

- Parental leave provisions
- Study support encompassing leave and financial assistance
- Comprehensive professional development
- Salary Packaging

Further benefits can be found at the [Working at QUT](#) page.

Information for applicants

For further information about the position, please contact Professor Mark Harvey, Vice-President (Business Development), on (07) 3138 1295; or for further information about working at QUT contact Human Resources on (07) 3138 4104.

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/jobs for reference number **20378**.

When applying for this position, a Curriculum Vitae and up to a two-page covering letter outlining your suitability for the role against the selection criteria will be required.

Applications close 19 January 2021