

Position Title	Senior Development Manager (Health Sciences/Medical Research)
Group/Portfolio	Advancement
Classification	HEW 9
Position Number	00062013
Reports To	Director, Development
Employment Type	Continuing

1.0 Position Purpose

The Senior Development Manager (Biomedical Research and Health) is responsible, under broad direction, for securing principal and major gifts for Griffith's Health Sciences and Biomedical Research, and leading, managing and driving the performance of the Advancement Managers supporting Griffith's Health Group and Institute for Biomedicine and Glycomics (IBG).

Advancement works collaboratively across the University to initiate, grow and steward strong stakeholder relationships, including with alumni, donors and others that support Griffith University's research and education endeavours. This includes stewardship of the University's donors who generously support research, teaching and students at Griffith. Our work delivers outcomes that significantly enhance the University's profile and resources.

Reporting to the Director, Development, this position is responsible for setting the strategic fundraising approach for the Health Group and IBG and overseeing the performance of the Advancement Managers supporting these areas. Establishing and enhancing relationships with current and prospective donors, the occupant will lead the Advancement Managers to build support for the Health Group and IBG focusing on major gifts to meet annual KPI targets.

2.0 Eligibility Requirements

The occupant of this position will preferably hold relevant tertiary qualifications and/or will ideally have extensive experience in fundraising in the health and medical fields, preferably within the tertiary education sector.

3.0 Key Responsibilities

- Secure philanthropic gifts above \$25,000 with a focus on gifts about \$250,000 to support the strategic teaching, student and research objectives of the Health Group and IBG
- Develop and implement ambitious strategic fundraising strategies to build support for the Health Group and IBG.

- Identify and pursue partnerships and synergies across the Health Group and IBG to advance philanthropic, engagement and other strategic objectives.
- Provide leadership, mentorship and management of the Biomed and Health Advancement Managers, reviewing prospect pipelines, identifying and prioritising fundraising opportunities, and overseeing and managing performance to ensure the achievement of fundraising KPIs.
- Manage and develop a balanced portfolio of high-net worth donors and prospect donors, philanthropic funds, and trusts and foundations, securing support for the Biomed and Health, with a focus on major gifts.
- Develop relationships with internal stakeholders, including Pro Vice Chancellors, Institute and Centre Directors, Heads of School, and senior leaders within the University's Academic Groups and research centres and institutes to ensure a strategic, multi-disciplinary and successful approach to Health Sciences and Medical Research philanthropic opportunities.
- Monitor and track Biomed and Health fundraising activity, providing timely information to the Director, Development and Director,
- Provide assistance to the Vice President (Advancement), Director, Development and Associate Director, Development in the delivery of the University's broader fundraising projects and strategies, as required.
- Promote and demonstrate cultural behaviour in accordance with the Fraud and Corruption Control Framework and the University's Integrity program. This includes acting with integrity in undertaking duties and implementing processes to effectively prevent, detect, and respond to fraud and corruption within the University.
- Lead and promote compliance with relevant legislation and University policies and procedures, including equity and health & safety and exhibit good practice in relation to same.
- Be a leading example of the principles and values embodied in the University's Code of Conduct, and behave, act and communicate at all times to reflect fairness, ethics and professionalism.

4.0 Key Capabilities

- Griffith University identifies the attributes of resilience, flexibility, creativity, digital literacy and entrepreneurship as critical to our graduates' success, in the rapidly changing future world of work. We have established a Griffith University Capability Development Framework to provide a common language of some of the non-technical organisation skills that will support our staff to thrive now and into the future. The Capability Development Framework will assist you to understand the current skill level of this position in the non-technical but critical skill domains that are increasingly important in a changing workplace context.

To read about some of the non-technical organisation skills for this position, please see the Leads Others section of our [Capability Development Framework](#).