

DEPUTY DIRECTOR, DEVELOPMENT - GLOBAL MARKETS

DEPARTMENT/UNIT	Development
FACULTY/DIVISION	Advancement
CLASSIFICATION	Level 10A
DESIGNATED CAMPUS OR LOCATION	Clayton Campus

ORGANISATIONAL CONTEXT

At [Monash](#), work feels different. There's a sense of belonging, from contributing to something ground-breaking – a place where great things happen. You know you're part of something special and purposeful because, like Monash, your ambitions drive you to make change.

We have a clear purpose to deliver ground-breaking intensive research; a world-class education; a global ecosystem of enterprise – and we activate these to address some of the [challenges](#) of the age, Climate Change, Thriving Communities and Geopolitical Security.

We welcome and value difference and [diversity](#). When you come to work, you can be yourself, be a change-maker and develop your career in exciting ways with curious, energetic, inspiring and committed people and teams driven to make an impact – just like you.

We champion an [inclusive workplace culture](#) for our staff regardless of ethnicity or cultural background. We have also worked to improve [gender equality](#) for more than 30 years. Join the pursuit of our purpose to build a better future for ourselves and our communities – [#ChangeIt](#) with us.

Monash Advancement is generating and sustaining unprecedented levels of advocacy, philanthropy and alumni engagement for the University, nationally and internationally. By creating meaningful engagement opportunities for our global network of alumni, donors and stakeholders, we enable Monash to deliver exceptional education and research. Our work delivers outcomes that significantly enhance the University's profile, reputation, resources and impact.

From our extensive suite of engagement opportunities for alumni, to the renewed [#ChangeItForFutureGenerations](#) philanthropy campaign, we strive to build enduring relationships realising beneficial outcomes and transformational impact across the communities we serve. To learn more about Advancement and the work we do please visit our Giving and Alumni websites.

The **Development** team oversees a comprehensive fundraising approach through a high-performing team which is values-based and highly collaborative. We are a team of specialists across multiple disciplines and functions including Major Gift fundraising, Alumni & Staff Giving Programs (Annual Giving), Planned Giving, Trusts and Foundations, Development Services (covering Donor Relations & Gift Processing; Prospect & Portfolio Research; Campaign Strategy and Analysis; and Business Support) and Programmatic Partnerships.

Our renewed #ChangeitForFutureGenerations philanthropy campaign is one of the largest, most ambitious, and impactful campaigns in Australian Higher Education fundraising, and is on track to raise \$1billion by 2025. It places philanthropy at the forefront of Monash's engagement with its constituencies and creates an incredible platform to achieve fundraising success and engage a wider set of partners in making a real difference in the communities we serve.

Find out more about how you can get involved: <https://www.monash.edu/giving>

POSITION PURPOSE

The **Deputy Director, Development - Global Markets** is responsible for the implementation of the international market fundraising strategy to secure new transformational philanthropic investment from international funding sources. This includes driving the institutional cultivation and stewardship of significant global and local foundation donor prospects and partnerships (\$1m+); the development of and submission of large-scale funding requests and grant applications; and the growth of the Foundation funding portfolio of donors across the University to increase funds raised from international markets. The role requires a dedicated focus on strategic engagement and collaborations with the largest foundation funders, both locally and internationally for increased revenue, research and education impact.

Monash already benefits from significant partnerships with some of the most prominent global and Australian grant making foundations. Allied to this, Monash is already globally and nationally renowned for its distinctive expertise in rolling out significant research programs of community impact, including the ASPREE study, World Mosquito Program and RISE Program which extend over 15 countries as well as Climateworks Australia, and many other programs that address grand challenges here in Australia.

The Deputy Director, Development - Global Markets will play a critical role in contributing directly to the pursuit of Monash University's ambitious fundraising growth targets while building the pipeline of education and research opportunities aligned to specific institutional funding priorities.

The Deputy Director, Development - Global Markets will be required to apply specialist skills to manage all aspects of philanthropic partnerships with leading global and local foundations, including managing high-level stakeholder engagement directly and on behalf of University leadership. Working directly with Foundation staff, the position will seek to meet funder expectations of Monash through effective negotiation, planning, governance managing, reporting and advising. This includes supporting the Deputy Vice-Chancellor Research and Deputy-Vice Chancellor Education portfolios, as well as Dean's and senior academics in effective relationship and grant management with global philanthropic and impact funders.

This position will play a key leadership role in maximising Monash's stated institutional priorities and position Monash as an exceptional and truly international University with scale and reach. The position will be required to successfully operate on a cross-portfolio basis, including working closely with other external facing portfolios (Enterprise and Global Engagement) and knowledge leaders from Research and Education portfolios, and with Faculties and Institutes to identify and progress opportunities that are unique to Monash's capabilities and thus bring a competitive advantage to seeking 'best in class' partners to progress and implement.

The **Deputy Director, Development - Global Markets** will work closely, under the leadership of the Senior Director, Development and in support of the Vice-Chancellor, Vice-President (Advancement) and members of the Vice-Chancellor's executive group (VCG).

The **Deputy Director, Development - Global Markets** will also play a critical role in working strategically with University fundraising teams within Advancement to increase philanthropic revenue and the number of philanthropic partnerships with leading global grant making foundations and regional impact funders and donors.

Reporting Line: The position reports to the Senior Director, Development under broad direction

Supervisory Responsibilities: Provision for direct supervision of one direct report

Financial Delegation: Yes, in accordance with the University delegations schedule

Budgetary Responsibilities: Not applicable

KEY RESPONSIBILITIES

1. Lead the development and implementation of the International markets fundraising strategy and annual plan to increase support and raise funds from global institutional funders, aligned with the University's strategic priorities. This should include measurable goals, metrics and specified strategies for expanding both levels and sources of support
2. Proactively identify, analyse and review those grand challenges and program areas prioritised by leading charitable foundations and ensure outstanding areas of research and education at Monash are competitively placed to secure partnership opportunities and funding
3. Initiate, manage and facilitate leadership engagement plans for University leadership, specifically the Vice-Chancellor and members of the Vice-Chancellor's group with principals of the world's leading foundations, their executive leaders and key advisers and influencers
4. Qualify and assess feasibility to initiate and create engagement plans for emerging foundation market opportunities for Monash, especially in previously untapped markets (e.g. philanthropic foundations being established in Asia)
5. Build, steward and grow effective institutionally led strategic partnerships of impact with global grant makers and impact funders of scale (focus on \$1m+)
6. Provide expertise in relation to strategic engagement with global funders, drawing upon international best practice. This includes providing specialist philanthropic guidance and support to academic and professional staff, and providing authoritative advice to senior University leadership
7. Build internal relationships with key central portfolio leads across research, education and enterprise as well as established and emerging researcher leaders to acquire a deep understanding of both University wide and faculty strategic priorities while identifying strong matches with foundation and impact funders of scale
8. Work closely with the Chief Philanthropy Officer, Senior Director, Development and Development Director's (major and principal gifts) to develop and deliver large funding requests. This includes project managing and coordinating interdisciplinary teams responsible for the delivery of large-scale funding bids and drafting high-quality and timely proposals and relevant correspondence
9. In partnership with academic led teams, lead effective stewardship strategies to ensure that reporting of funded projects is completed on a timely basis while taking a proactive and strategic approach to identifying new funding opportunities with existing partners
10. Maintain records and data related to the management of key funder information in the University's CRM (Salesforce) and other document management systems while ensuring

compliance with all University fundraising policies and procedures

11. Represent Monash as senior relationship manager and advocate to external audiences, especially private foundation leaders and program officers

12. Supervise, coach and motivate direct reports

13. Other duties as directed from time to time

KEY SELECTION CRITERIA

Education/Qualifications

1. The appointee will have:
 - University degree
 - Substantial demonstrated success in foundation relations / institutional philanthropy work in a fundraising context, or an equivalent combination of relevant experience, education/training and skills.

Knowledge and Skills

2. Outstanding strategic mindset including proven record of accomplishment in planning, development and execution of fundraising strategies in a large and complex organisation; with demonstrated record of success in generating significant funding from foundations and impact funders in international markets
3. Excellent stakeholder management skills, extensive experience in building purposeful professional relationships and communicating with senior leaders, applying diplomacy, with the ability to lead and influence. This includes proven experience working with high-level decision-makers and influencers, including principals and executive leaders
4. Exceptional verbal and written communication and negotiation skills to promote good relations and secure beneficial partnerships for all parties, between Advancement, the University, key external stakeholders and foundation donors
5. Superior organisational skills with demonstrated ability to effectively manage multiple projects, creatively ensuring high performance standards and adherence to deadlines
6. Highly successful track record in leadership and people management, with the proven ability to motivate teams through strong interpersonal and communication skills
7. Experience working in a major foundation, University fundraising environment or similar complex organisation
8. Ability to think critically, objectively, analytically and strategically
9. Attention to detail and timeliness in responding to requests from prospective donors, partners and colleagues
10. Excellent technical skills in researching, writing and editing
11. Ability to coordinate multiple projects simultaneously, work under pressure and meet deadlines
12. Working knowledge of global and local foundation funding sector
13. Experience and/or knowledge of international philanthropy

OTHER JOB RELATED INFORMATION

- Travel to other campuses of the University may be required
- There may be a requirement to work additional hours from time to time
- Interstate and overseas travel will be required
- There may be peak periods of work during which taking of leave may be restricted

GOVERNANCE

Monash University expects staff to appropriately balance risk and reward in a manner that is sustainable to its long-term future, contribute to a culture of honesty and integrity, and provide an environment that is safe, secure and inclusive. Ensure you are aware of and adhere to University policies relevant to the duties undertaken and the values of the University. This is a standard which the University sees as the benchmark for all of its activities in Australia and internationally.