

# ANU wants you

INFORMATION FOR  
PROSPECTIVE CANDIDATES

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**Head of Advancement**

ANU COLLEGE OF HEALTH AND MEDICINE



**Australian  
National  
University**



# Welcome to ANU

## Thank you for considering the position of Head of Advancement, ANU College of Health and Medicine at the Australian National University

Since 1946, The Australian National University (ANU) has grown to become a resource for the nation and the world. Our distinguished alumni include political, business, government, civil society and academic leaders around the world.

Consistently ranked as Australia's number one university, we also rank among the world's finest universities. Our distinctive research culture is renowned: of the seven Nobel Prizes awarded for work undertaken in Australia, ANU can claim four. Three of which come from the John Curtin School of Medical Research in the College of Health and Medicine.

ANU delivers transformational experiences through our culture of academic excellence. Our students and staff are the people who will change the world we live in and help us maintain and further build the level of prosperity we experience today. They are the custodians of our enduring commitment to innovation and research.

Our strong sense of community and collaboration is fostered across our staff, students and our wider community.

Philanthropy and alumni engagement are increasingly essential to how we as a community support our students, advance our research and further our international collaborations.

As a leading contributor to national health policy and medical research, ANU College of Health and Medicine equips graduates with the skills to improve health outcomes on a local level and tackle the national and global health challenges of tomorrow.

The Head of Advancement is a critical position within the College of Health and Medicine and a senior member of the University's Development Team. It is responsible for delivering on the College and University's philanthropy and alumni engagement strategy and meeting ambitious fundraising goals.

The successful candidate will be a sophisticated fundraiser with energy, commitment and an exceptional track record in relationship management with major donors. We are looking for a vibrant personality who can lead, build and collaborate, to help advance a culture of philanthropy within the College and beyond. This is a special position that will reward somebody with imagination, strong instincts for cross-cultural collaboration, and a sense of the big vision that the College seeks to deliver on behalf of Australia and the world.

If you are a passionate and experienced senior fundraising professional seeking a challenging and rewarding role in a unique, research-intensive academic environment, we strongly encourage your application.

### **Professor Russell Gruen**

Dean, ANU College of Health and Medicine  
The Australian National University



### **Ms Barbara Miles**

Vice-President (Advancement)  
The Australian National University





# Introducing ANU

## INFORMATION FOR PROSPECTIVE CANDIDATES

ANU was established by an Act of the Federal Parliament in 1946. Its founding mission was to be of enduring significance in the post-war life of the nation, to support the development of national unity and identity, to improve Australia's understanding of itself and its neighbours, and to contribute to economic development and social cohesion. In the seven decades since, the University has cemented its unique national position and its standing as one of the world's finest institutions, validating the mandate and the faith of its founders.

Ranked in the top 25 universities globally, the first Australian university to be recognised in this elite tier, ANU continues to be an academic resource for the whole of Australia. The University can claim four of the seven Nobel prizes awarded for work undertaken in Australia alongside numerous other academic distinctions and innovations that have helped nurture the unique research culture for which our University is renowned.

Our focus on excellence in research and education ensures our graduates are in demand the world-over, and are well-prepared to address complex contemporary challenges. We encourage in them a leadership and service ethos which characterises ANU more broadly, framed by our responsibilities as a recipient of the National Institutes Grant from the federal government.

Among these responsibilities is to work to enhance Australian society in all parts of our nation. The land on which our campus stands has been a meeting place for hundreds of generations over thousands of years, a legacy and tradition we honour, celebrate and continue, particularly through our renewed partnership with Indigenous Australia.

Our physical campus environment defines much of the character of the ANU community. ANU is among the most residential universities in Australia. We will nurture this asset, and have made a strategic commitment to create an unrivalled campus environment.

At ANU, we are ambitious for our future, and for our nation's future. We will continue to strive to be the excellent institution Australians rightly expect their national university to be.

### Our Vision

- > Contemporary ANU will sit among the great universities of the world, and be defined by a culture of excellence in everything that we do.
- > We will be renowned for the excellence of our research, which will be international in scope and quality, always measured against the best in the world. Our research investment will be strategic, taking a long-term view and focus on high-quality activities, high-impact infrastructure and areas of high national importance.
- > We will be renowned for the excellence of our undergraduate and graduate education: excellence in student cohort, excellence in teaching, excellence in student experience, and excellence in outcomes.
- > We will be renowned for the quality of the contribution our research and education make to societal transformation. We will identify emerging areas of need

for the nation and provide research and education that will equip Australia to cope with challenges not yet imagined.

- > ANU research, education and contributions to public policy-making will change Australia and change the world. It will have impact.

### Our Values

- > We bring a distinctive excellence to our work and have the confidence to pursue original ideas.
- > We are inclusive, open and respectful, reflecting the diversity of our nation.
- > We are committed to integrity and ethical behaviour.
- > We value, enable, reward and celebrate collegiality.
- > We embrace informed risk-taking in pursuit of our objectives.
- > We are committed to better outcomes for our community, the environment, our nation and the world.
- > We are committed to the service of our nation, through original thinking and through courage in advancing our ideas.

### Location

The University campus has over 200 buildings and occupies 145 hectares adjacent to the city centre of Canberra. The University also has a number of smaller campuses:

- > Mount Stromlo Observatory (west of Canberra)
- > Siding Spring Observatory (near Coonabarabran, western New South Wales)
- > North Australia Research Unit (Darwin, Northern Territory)
- > Kioloa (coastal campus near Bawley Point, on the New South Wales South Coast)
- > ANU Medical School – Canberra Hospital
- > ANU Medical School – Calvary Hospital
- > Health Facilities in South East New South Wales

### Partnerships

The University has strong links with leading research institutions including the International Alliance of Research Universities:

- > ETH Zurich
- > National University of Singapore
- > Peking University
- > University of California, Berkeley
- > University of Cambridge
- > University of Cape Town
- > University of Copenhagen
- > University of Oxford
- > University of Tokyo
- > Yale University



# Academic colleges

ANU has seven academic colleges, each housing the schools and research centres that contribute to various broad disciplines. The ANU Colleges link research and teaching at undergraduate, postgraduate and higher degree levels. They undertake globally significant research and provide education programs at the highest standards. Reflecting its national significance and multi-disciplinary nature, in addition to its seven colleges, ANU has established the National Centre for Indigenous Studies.



## ANU College of Arts & Social Sciences

The ANU College of Arts and Social Sciences (CASS) is the research and education college for the broad disciplines of the creative arts, humanities and the social sciences. The College has two research schools: the Research School of Social Sciences and the Research School of Humanities and the Arts.

> [cass.anu.edu.au](http://cass.anu.edu.au)

## ANU College of Asia & the Pacific

The ANU College of Asia and the Pacific (CAP) hosts the largest assembly of scholars dedicated to working on Asia and the Pacific in the English-speaking world. The College comprises four Schools: the School of Culture, History and Language; the Coral Bell School of Asia Pacific Affairs; the Crawford School of Public Policy; and the School of Regulation and Global Governance (RegNet). The Australian Centre on China in the World is also based in the College.

> [asiapacific.anu.edu.au](http://asiapacific.anu.edu.au)

## ANU College of Business & Economics

The ANU College of Business and Economics (CBE) seeks to advance knowledge through high quality education and research in the closely related areas of accounting, actuarial studies, business information systems, econometrics, economic history, economics, finance, international business, management, marketing and statistics. Its four Research Schools research and teach in these disciplines.

> [cbe.anu.edu.au](http://cbe.anu.edu.au)

## ANU College of Engineering & Computer Science

The ANU College of Engineering and Computer Science (CECS) undertakes basic and applied research in information and communications technologies, materials and manufacturing, formal methods and logic, machine learning and vision, robotics and energy systems. CECS comprises the Research Schools of Electrical, Energy and Materials Engineering; Aerospace, Mechanical and Environmental Engineering; Computer Science, and the 3Ai and Cyber Institutes.

> [cecs.anu.edu.au](http://cecs.anu.edu.au)

## ANU College of Health & Medicine

The ANU College of Health and Medicine (CHM) works across the spectrum of medicine and health-related fields, working in partnership with the health sector at local, national and international levels. It comprises the ANU Medical School, the John Curtin School of Medical Research, the Research School of Psychology and the Research School of Population Health.

> [chm.anu.edu.au](http://chm.anu.edu.au)

## ANU College of Law

The ANU College of Law (CoL) is Australia's national law school, committed to legal research and education at the highest level, and to striving for continuous improvement in the law for the benefit of national and international communities.

> [law.anu.edu.au](http://law.anu.edu.au)

## ANU College of Science

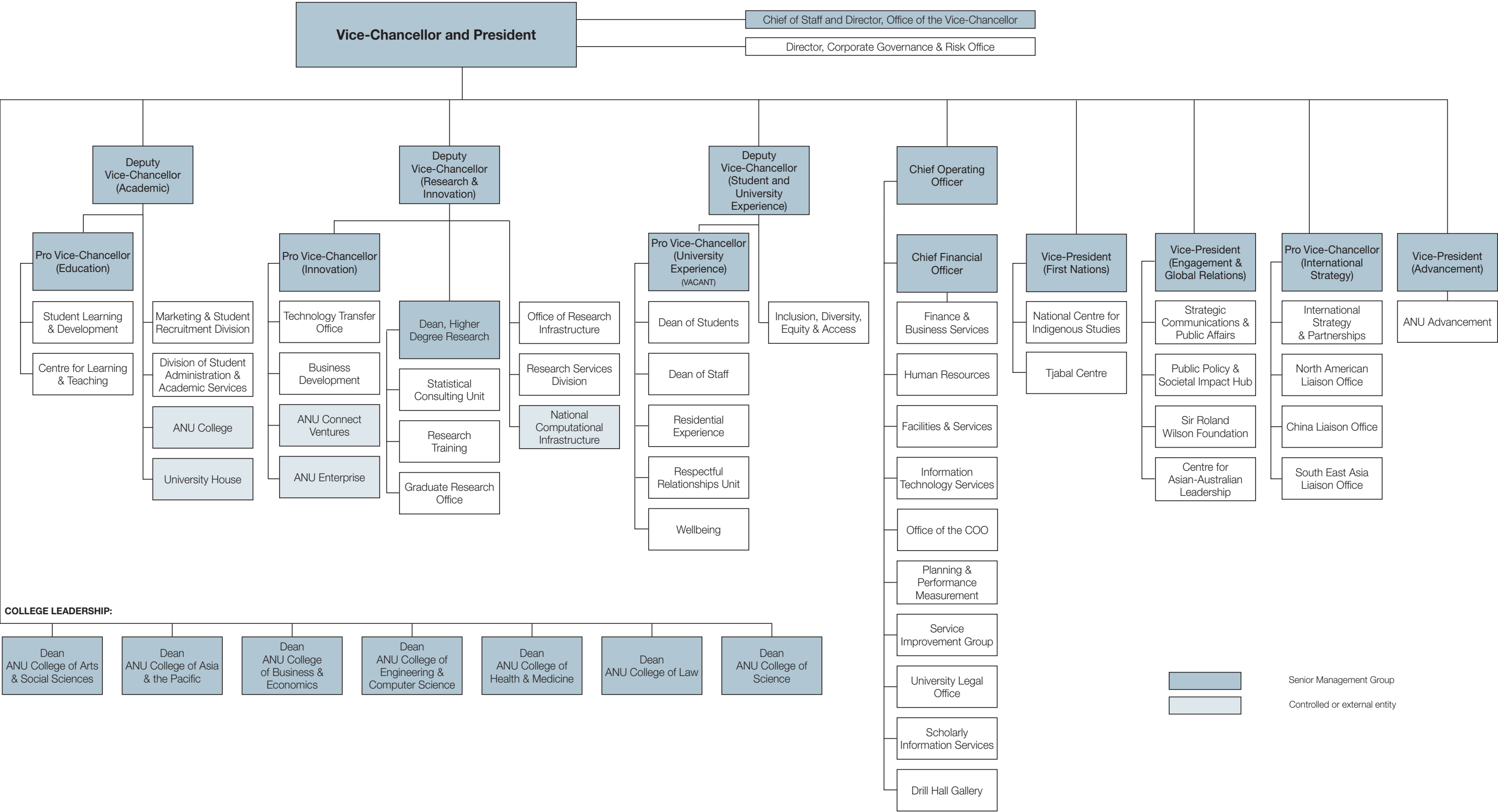
The ANU College of Science (CoS) focuses on scientific education and research of global importance, supported by extensive international networks and world class facilities. CoS includes the Research Schools of Physics and Engineering; Earth Sciences; Chemistry; Astronomy and Astrophysics; and Biology. The Fenner School of Environment and Society, the Mathematical Sciences Institute, and the Australian Centre for the Public Awareness of Science are also within the CoS.

> [cos.anu.edu.au](http://cos.anu.edu.au)



Further information can be found at  
[anu.edu.au/about/academic-colleges](http://anu.edu.au/about/academic-colleges)

# ANU Senior Management Structure



# The Head of Advancement, ANU College of Health and Medicine

As the Head of Advancement, ANU College of Health and Medicine you will be responsible for building, coordinating and executing strong donor engagement plans to support University priorities, primarily through major gifts fundraising for the ANU College of Health and Medicine

In alignment with ANU strategic priorities, as a national institution committed to excellence in research, education and public policy development, Advancement at ANU supports the University's objectives of deepening relationships with alumni and securing long-term philanthropic income.

The ANU Advancement Office leads the development, establishment and coordination of philanthropic activities designed to secure funding in support of ANU research and education objectives.

The ANU College of Health and Medicine has a tradition of research excellence that has fostered three Nobel Laureates and trains leaders in medicine and health. The College Research Schools consistently ranked among the top performers in the world in their various fields.

**Position Dimension & Relationships**

Reporting to the Dean of the College, with a dotted line relationship to the Director, Development (Colleges), the Head of Advancement leads, develops and implements philanthropic fundraising strategies and improved alumni engagement within the College.

This position provides expert strategic advice to, and works in close partnership with, the Dean, School Directors, the College General Manager and University colleagues; and oversees an expanding portfolio of individual and institutional gift prospects.

The Head of Advancement has a strong external focus on donor acquisition and will develop and maintain strong interpersonal relationships with prospects and donors. This position represents the University to various and diverse individuals and groups, including alumni, community leaders and board members; and will form and utilise networks spanning the Colleges and the University, liaising with a range of stakeholders.

The position manages a portfolio of major gift prospects and will utilise innovative and creative approaches to optimise fundraising from individuals for the benefit of the College of Health and Medicine, the University and its community.

# Selection criteria

**1.** Postgraduate qualifications with extensive relevant work experience, including a substantial track-record in fundraising from individuals or an equivalent level of qualifications and experience. Experience in a tertiary education environment and medical fundraising will be highly regarded.

**2.** Demonstrated experience and success in developing propositions and cases for support for fundraising

**3.** Experience with fundraising for capital projects will be highly regarded.

**4.** Proven track-record of success in strategic planning, development and execution of fundraising programs within a complex environment and in meeting established targets whilst exercising judgement and discretion.

**5.** Demonstrated high-level understanding of relationship management with highly developed interpersonal and communication skills including the ability to consult, negotiate and liaise effectively with a diverse range of people and write, present and deliver information effectively to a variety of audiences including senior management.

**6.** Demonstrated people management experience with an ability to coach and mentor staff, prioritise workloads and lead the team to deliver challenging objectives in a timely manner.

**7.** Demonstrated ability to manage competing priorities and a diverse range of complex projects in a timely manner with an ability to respond and adapt to work demands.

**8.** A demonstrated high level understanding of equal opportunity principles and a commitment to the application of EO policies in a university context.



# Advancement at ANU

ANU Advancement has been building the philanthropic foundation for ANU, upon which the University plans to launch its first comprehensive and significant fundraising campaign.

Staffed by a collaborative team of professionals, ANU Advancement is committed to strong and meaningful engagement with its many communities, and to generating the philanthropic support and alumni engagement required to reach our ambitious goals and maximise impact.

The recent launch of our mini-campaign for student support has created momentum and energy across the University community.

Complemented by the development of an educational advancement program for the University, we are creating a philanthropic culture that is embedded across all of ANU.

The newly established position of the Vice-President (Advancement) reports to, and works closely with, the Vice-Chancellor and University Executive. The Vice-President's arrival is a reflection of the University's commitment to philanthropy and alumni engagement as a strategic priority; and the elevated importance and role of ANU Advancement in achieving University's goals.

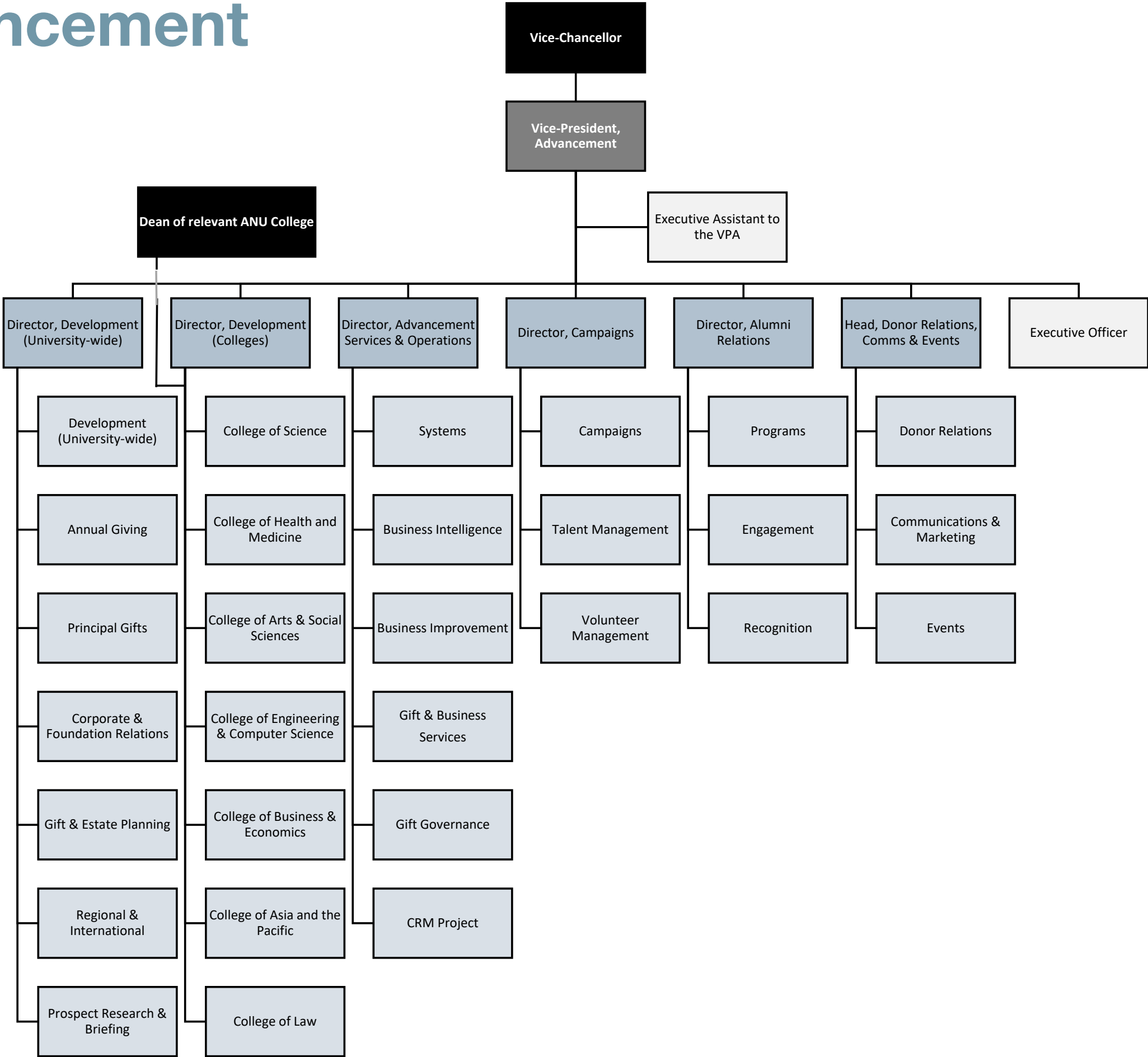
ANU begins with many advantages in advancement not least the unique nature of being the national university. We are able to connect with alumni, donors, friends and those previously unaffiliated with the University, who are excited by our vision, energy and commitment to improving our world through education, research and innovation.

» View the ANU Advancement Business Unit - [Read here](#)





# ANU Advancement





# ANU College of Health & Medicine

The new ANU College of Health and Medicine is preparing to add a new dimension to Australia's research and education landscape.

Our vision is of a top global university, serving the nation, distinguished by our impact on health and wellbeing, the future of healthcare, and the performance of health systems. Our Mission is to advance the health of nations, achieved by pushing the frontiers of knowledge, preparing leaders who make a difference, strengthening and reforming health systems, and building resilient communities within and beyond ANU. Through this commitment, ANU will make an enduring contribution to our nation, our First Nations, our neighbouring nations, and all nations.

On the verge of launching a bold new strategy, the College of Health and Medicine is set to transform health and healthcare through discovery science and innovations to patient care and health systems that harness our unique role as the national university.

The College brings together the capabilities of its four schools:

The ANU Medical School is dedicated to producing doctors equipped to meet tomorrow's national and global health challenges. The school partners with ACT Health and Calvary Health Care. Together with our Indigenous, primary care and community partners and our rural healthcare program we ensure ANU students graduate well-prepared to improve health outcomes for the people they will serve, and uphold the standing of ANU as a leading contributor to national health policy and medical research.

The ANU Research School of Psychology is one of the best places in Australia to study psychology and is well regarded throughout the world (QS World University Rankings by Subject). The school views psychology as offering solutions to many current challenges (e.g. climate adaptation, obesity,

mental disorders, prejudice, social cohesion, stress at work) and is committed to translating the research into practice and public policy.

The ANU Research School of Population Health is committed to training the next generation of researchers and population health practitioners, who will improve the population's mental and physical health through discovery, education and the translation of research into effective health policy and practice. The School houses the National Centre for Epidemiology and Population Health, and has been very active in practice and policy during the COVID-19 pandemic.

The John Curtin School of Medical Research is Australia's national medical research institute. The school excels in multidisciplinary, translational medical research in fields including immunology, cancer, genomics, neuroscience, mental health, infectious diseases, obesity and metabolic disorders. Their research aims to understand and provide novel insights into diseases including cancer, diabetes and rheumatoid arthritis, and conditions such as epilepsy and vision impairment, amongst others. Three JCSMR researchers have received Nobel Prizes in Physiology or Medicine for work conducted in the School.

In association with the other strengths at ANU, and our extensive network of Government, academic and agency partnerships, we strive to fulfil our mission of advancing the health of nations, and being a significant asset for global health and wellbeing.

Over the next five years, the College will grow its physical and academic presence on campus, nationally, and throughout the region.

» View the ANU College of Health and Medicine - Read here



# TRANSFORM

A future vision for health and medicine at ANU

The new ANU College of Health and Medicine is preparing to add a new dimension to Australia's research and education landscape.

Over the next ten years the College will grow its physical and academic presence on campus, nationally, and throughout the region through a dedicated strategy and strategic investment known as TRANSFORM. Our vision is of a top global university, serving the nation, distinguished by our impact on health and wellbeing, the future of healthcare, and the performance of health systems. Our Mission is to advance the health of nations, achieved by pushing the frontiers of knowledge, preparing leaders who make a difference, strengthening and reforming health systems, and building resilient communities within and beyond ANU. Through this commitment, ANU will make an enduring contribution to our nation, our First Nations, our neighbouring nations, and all nations.

TRANSFORM starts with what ANU has prized and for which it is well known – fundamental discovery-oriented research in medical, population health and psychological sciences – and aims to strengthen this by building critical mass in priority areas in which ANU can be world-leading, and fulfil its mission as the national university.

Through Transform CHM is:

- > advancing a distinctive identity and paths to success, built on our strengths and the opportunities we have as the national university.

- > increasing our capacity to accelerate and translate fundamental research, and secure research funding, industry engagement and philanthropy.
- > better positioning ANU to respond to the Australian Government's commitment to grow the pharmaceutical and medical technology sectors.
- > charting new areas of expertise that capitalise on the University's strengths in fields such as social, political, economic and behavioural sciences, physical and earth sciences, astronomy and space sciences, law, philosophy and ethics, and artificial intelligence and systems engineering.
- > shaping future-oriented health professional education that embraces rapid change in healthcare, and the need for skilled leadership.
- > having the engagement and impact of a national university, not just with the Australian Government, but also across other governments and relevant portfolios, and with neighbouring nations, governments and global agencies.

Advancement has been identified as a key enabler of the TRANSFORM initiative in attracting supporters for our life-changing activities, supporting philanthropy, and in building our alumni community of influential health leaders across the globe.





# Our responsibility to Indigenous Australia

As Australia's national university one of our defining roles has been to contribute to the advancement of Australia's Indigenous peoples.

We contribute by graduating Indigenous students, as well as through game-changing research and direct engagement delivering on our unique national responsibilities with Indigenous communities. We provide an environment for debating the big issues and partnering with Indigenous Australia to advance the status, recognition and lives of Aboriginal and Torres Strait Islander peoples.

Although the proportion of Indigenous students at ANU is high by the standards of some of our peer universities, we remain far from parity with the population at large for undergraduates. The proportion of postgraduate and higher degree students is lower again, as is the proportion of professional and academic staff. Through targeted activities

we will work towards achieving parity with the proportion of Indigenous Australians in the overall population. Research focused on Indigenous issues is broad in scope and has made a substantial contribution. ANU has strong Indigenous research leaders in a number of disciplines. However, our continued salience requires constant attention to impact, partnership with Indigenous communities, and a commitment to novel and multidisciplinary approaches to our work.



# Achieving equity

ANU is committed to equity and diversity as fundamental values. Australia has a diverse population and we are committed to providing opportunities and an inclusive and welcoming environment to those of all backgrounds and identities.

As Australia's national university, we have a responsibility and an obligation to educate students from across Australia who have the capacity to succeed, no matter their background. It is for this reason that we have launched a pioneering program to transform the way we do admissions. We are undertaking an international first to link our admission, scholarship, and accommodation processes so that when we make a student an offer to university, they will at the same time know where they will be living and whether they have a scholarship to support them. We are reserving a place for domestic students in the top 2% of every school in Australia who have the capacity to succeed, ensuring students have access to a world class education no matter the socio-economic status of their school.

Alongside this we are undertaking a major scholarship drive to remove the financial barrier for some of our most capable but most disadvantaged students, whether they be Indigenous, suffering a long term disadvantage, low-SES, or from interstate regional and remote areas. We now have a single application form that allows both excelling and disadvantaged students to access more than 200 scholarship opportunities across campus by answering just four questions. And we are looking at the whole person, requiring all undergraduate applicants to have engaged beyond the classroom to support themselves, their family or their community, to clearly signal the importance of engagement beyond studies to both academic and employment success.

## Athena Swan

ANU has committed to the SAGE Pilot of Athena SWAN in Australia. Athena SWAN is an accreditation program that recognises, promotes and rewards excellence in advancing gender equity and diversity. ANU became an inaugural member of the SAGE Pilot project in 2016.

While the focus of the SAGE pilot is on Science, Technology, Engineering, Mathematics, and Medicine (STEMM) disciplines, ANU is also committed to gender equity in the Humanities and Social Science disciplines, as well as in our professional staff.





# 2019 GIVING BY NUMBERS

New funds raised for  
the University

**\$21,700,000+**

(including pledges and gifts in kind)

Largest gift raised

**\$3,000,000**

In 2019, UniLodge pledged \$3 million to provide financial support to help students receive an ANU education and realise their potential, regardless of their background. In the first round, the UniLodge Australia Scholarships were awarded to six ANU students. Read full story on page 13.

Funds received for 2018

**\$14,800,000**

## WHO GAVE

Funds raised for student support

**\$8,400,000+**

Given to ANU by staff through  
the workplace giving program

**\$322,995**

**1,410**

Australian donors

**126**

International donors

**951**

Alumni donors

**108**

Organisational  
donors

**444**

Donors who gave  
for the first time

**1,092**

Donors who continued  
their support in 2019

**1,536**

Total donors

Background image: **The Ground Map** was designed in collaboration with clan elders and Wellspring Environmental Arts and Design. The Map includes stones from Mt Ainslie, Black Mountain and Red Hill and several artefacts from the elders' collections. Grinding Stone was made by Carl Brown.

Project participants include Wally Bell – Buru Ngunawal Aboriginal Corporation; Carl Brown – King Brown Tribal Group; Matilda House – Little Gudgenby River Tribal Council; Jennifer Jones and Phil Nizete. Project advised by Dave Johnston, Aboriginal Archaeologists Australia Pty Ltd.

Note: All figures refer to activity in  
the ANU Foundation in 2019  
unless specified otherwise.



# One of the worlds most liveable cities

## The power of surprise

Canberra has the power to surprise, with its abundance of food, wine, art, culture, ideas and innovation. As an evolving city, this element of surprise continues even once you've made Canberra your home, with new developments, events and opportunities constantly emerging to keep life interesting.

### About Canberra

Canberra is also a planned city – designed to maximise opportunities for work and play. As our Nation's Capital, big ideas emerge, circulate and grow here, thanks to unique links between leading thinkers in business, government, education and research. Our dynamic economy, highly educated workforce and an innovative business culture provide career and business opportunities unique to Canberra.

Our healthy appetite for outdoor pursuits is enhanced by the natural resources available: from sailing on Lake Burley Griffin, mountain biking at the world class Mount Stromlo facility or heading up to the Snowy Mountains for a day on the slopes. We are also home to most of Australia's major national cultural institutions, with whom the University has a close relationship, and a cultural calendar overflowing with international exhibitions, arts festivals and entertainment.

### Where to Live

The architects who designed Canberra, Walter and Marion Burley Griffin, had a master plan to create a series of 'satellite cities' separated by nature reserves and connected with major roads. Today their vision lives on, with Canberra divided into seven distinct regions of residential suburbs, each serviced by a central business district.

The resulting benefits are that commuting times are short. Employment hubs are virtually on your doorstep and recreational facilities are within walking distance, regardless of where you live.

Find information on each district and the suburbs contained within them through the ['Explore Canberra' map](#).

### Education and Childcare

Canberra nurtures the pursuit of dreams from the ground up. Here families are provided with the supportive services, facilities and environments to raise happy, inspired and resilient children. Community is crucial for the support of families and Canberra has a number of ways to connect families with each other through playgroups, family events and activities.

Find out more about Canberra's excellent childcare, preschool and school system [here](#).

**Canberra has the lowest commuting times of all Australia's major cities**

**More than 25% of Canberra residents were born overseas**

**The region is known for four distinct seasons, enjoying 246 days of clear, crisp sunshine**



Further information about Canberra visit [canberra.com.au](http://canberra.com.au)



# How to apply

The appointment of the Head of Advancement, ANU College of Health and Medicine is being supported by Donna Russell, Lois L. Lindauer Searches.

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To submit an application for this role, please provide the following information:

1. A candidate statement which outlines both your vision for the role and an overview of your experience and skills as it relates to the parameters of the role and selection criteria.

This should be a narrative and no more than five pages.

2. A detailed CV.

3. Three referees including their email and phone contact details.

Referees will only be contacted after prior consultation with the candidate. It is the candidate's responsibility to ensure referees are willing to provide reports when contacted.

4. Your total compensation and its component parts e.g. base, superannuation, vehicle allowance etc.

5. An indication of the earliest date on which you could commence in the position.

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**For a confidential discussion regarding this role and the application process, please contact:**

Donna Russell  
Consultant, Lois L. Lindauer Searches  
E drussell@lindauerglobal.com  
T +(617) 262 1102

**Anticipated timeframe for the appointment process.**

Applications close:  
Sunday, 13 December 2020

Shortlisting of candidates:  
Late December 2020

Interviews:  
Early January 2021

References and negotiation:  
Thereafter interviews.

ANU reserves the right to appoint by invitation.

On behalf of the University and as part of the application and appointment process, candidates may be requested to provide proof of their identity and citizenship and give permission for verification of their tertiary qualifications and a police background check.