

UTS:HUMAN RESOURCES

Position Title	Pro Vice-Chancellor, Advancement and Alumni
Unit/Division or Faculty	External Engagement and Partnerships
Position Number (if known)	
Level	
Job Family (HR Use Only)	Manager
ANZSCO Code (HR Use Only)	

POSITION PURPOSE

The Pro Vice-Chancellor, Advancement and Alumni, is responsible for leading and developing UTS's philanthropic and alumni strategies, and delivering outcomes to enable the growth and sustainability of private investment as a core part of UTS's revenue, in pursuit of our education and research priorities.

This leadership role is part of a newly configured portfolio that has been designed to consolidate and focus engagement activities, drive pan-university engagement, boost our brand and reputation as being good to do business with support, enhanced commercial, revenue generating opportunities and partnership, with industry, donors and alumni.

ENVIRONMENT AND DIMENSIONS

- Total UTS staff: 3836 FTE (including casual staff)
- Total revenue (2023): \$1.1 billion (2022: \$1.0 billion).
- Student enrolments: 44,615 students, including 11,180 international students
- Alumni: 273,470 (not including some graduates from antecedent institutions)
- Philanthropic fundraising: Comprised of various levels of giving, including regular (<25k), major (\$25K-\$1M), principal (\$1M+) and transformative (\$10M+) gifts.

RELATIONSHIPS

Supervision

This position reports directly to the Deputy Vice-Chancellor, External Engagement and Partnerships and works closely with the Vice-Chancellor to progress the university's philanthropic and alumni objectives.

Reporting directly to the Pro Vice-Chancellor are the Chief Advancement Officer, the Executive Manager, Alumni & Community Relations, and an Executive Officer. The Advancement and Alumni Teams currently consist of 34 staff, plus casuals, with potential for growth in line with strategy.

Collaboration and Communication

Critical to the success of this position is engaging internally and externally with a diverse range of stakeholders to materially progress UTS's strategic interests, financial success and progress partnerships opportunities to deliver outcomes for UTS.

Internal

Strong internal stakeholder relationships and collaboration is critical to the success of this role. The Pro Vice-Chancellor, Advancement and Alumni, will need to establish excellent working relationships with:

- The University Leadership Team
- Deans, Faculty Leadership, Centre Directors and senior academic and professional staff
- other UTS senior business managers (research and commercial)
- the Vice-Chancellor's Industry Advisory Board
- Is an active member and/or Chair of a range of relevant committees and decision-making bodies within UTS
- Communicates and supports engagement strategies, priorities and initiatives to a wide range of stakeholders and supports the delivery of goals and targets, including financial targets
- Engages with the senior staff across UTS to ensure the appropriate support, facilitation and clarity on engagement strategies and opportunities.

External

- The Pro Vice-Chancellor, Advancement and Alumni, promotes and builds UTS's advancement with industry, the professions, government, alumni, donors and potential donors of major gifts, a variety of agencies, prominent Trusts and Foundations, other universities and the community, both nationally and internationally
- Represents UTS effectively on a wide range of committees external to UTS involving government, industry and community organisations
- Leads international and national advisory boards comprising alumni and supporters that build and sustain UTS's growing community of alumni and friends

MAJOR RESPONSIBILITIES

- The Pro Vice-Chancellor, Advancement and Alumni, will work closely with the Deputy Vice-Chancellor (External Engagement and Partnerships) to develop a vision and strategies for UTS's philanthropic and alumni strategies that are aligned and integrated with broader external engagement activities.
- Lead and drive the development, delivery and management of an ambitious philanthropic strategy and program which fulfil UTS's philanthropic donations target. This involves employing a global perspective and evaluating what will work in the Australian sector.
- Work with the External Engagement and Partnerships leadership team and the University Leadership team to reframe, articulate and communicate a clear donor value proposition for the UTS community, donors and potential donors.
- Grow and oversee a substantial and innovative fundraising and giving program to contribute to UTS's long-term sustainability and support education and research priorities.
- Lead the development of innovative and impactful experiences that propel a transformation in alumni engagement levels and advocacy

- Provide strategic advice on fundraising, alumni relations and advancement functions to the University Leadership Team, Council, Deans and other senior leaders across UTS.
- Foster and drive a culture of philanthropy across UTS and engage UTS staff, volunteers and its broader community to support fundraising. The Pro Vice-Chancellor will need to develop a deep understanding of UTS culture and the ability to influence and leverage it to support advancement activities and goals.
- Build and develop advancement capability across UTS and its broader community. Encourage innovation and collaboration in securing enhanced engagement with donors and prospects
- Advance UTS's relations with its alumni, domestically and overseas, to build long-term alumni involvement and support to raise funds. This role will work closely with the Faculty's to ensure they can develop local strategies to support and develop relationships with alumni cohorts.
- Represent UTS's interests across a wide range of cultural contexts in order to influence power brokers and decision-makers to donate to UTS. Partner with the VC on high profile philanthropic activity
- Promote and support UTS's brand, profile and reputation by developing a strategic approach to advancement aligned with UTS's marketing and communications strategy. Effectively communicate UTS's value proposition to different external stakeholder groups.
- Effectively communicate UTS's philanthropic strategy internally. Encourage and promote the staff giving culture in new directions.
- Manage and engage a portfolio of principal and transformative donors and prospects.
- Review and redesign as appropriate the UTS Foundation Board.
- This role will be responsible for developing and equipping their team to work with leaders and colleagues across the University to achieve advancement and advancement goals. Engender a high performance culture in the team through setting and managing against objectives, stretch targets and behavioural standards and engaging and developing staff to exceed expectations.
- The Pro Vice-Chancellor, Advancement and Alumni, will work closely with the portfolio leadership team to ensure alignment of resourcing and flexibility to ensure that major partnerships and initiatives can be supported as required.

POSITION CHALLENGES

- To drive change in a highly dynamic, complex and competitive global educational environment

- To promote a culture of fundraising and collaborative effort across discipline areas and functional boundaries when there are competing demands and priorities to ensure that UTS is responsive to changing demands and opportunities
- Increasing the base of broad donor support in a sustainable manner in the Australian context where this is still relatively new, in relation to other countries

AUTHORITY

The Pro Vice-Chancellor, Advancement and Alumni, has substantial autonomy and delegated authority to manage the Advancement team. It is expected that this role will work closely with, and advise, the Deputy Vice-Chancellor, External Engagement and Partnerships, the Vice-Chancellor, University Leadership Team and wider leadership group on current and future issues related to advancement and alumni strategies, relationships and compliance.

UTS Capabilities for the Role

Pipeline	Leading Leaders			
Category	Self-Awareness	Relating to Others	Thinking Style	Performance
Capabilities	Builds trust	Interprets vision and purpose	Acts strategically	Achieves results
	Deals with ambiguity	Collaborates	Inspires innovation	Goal-oriented

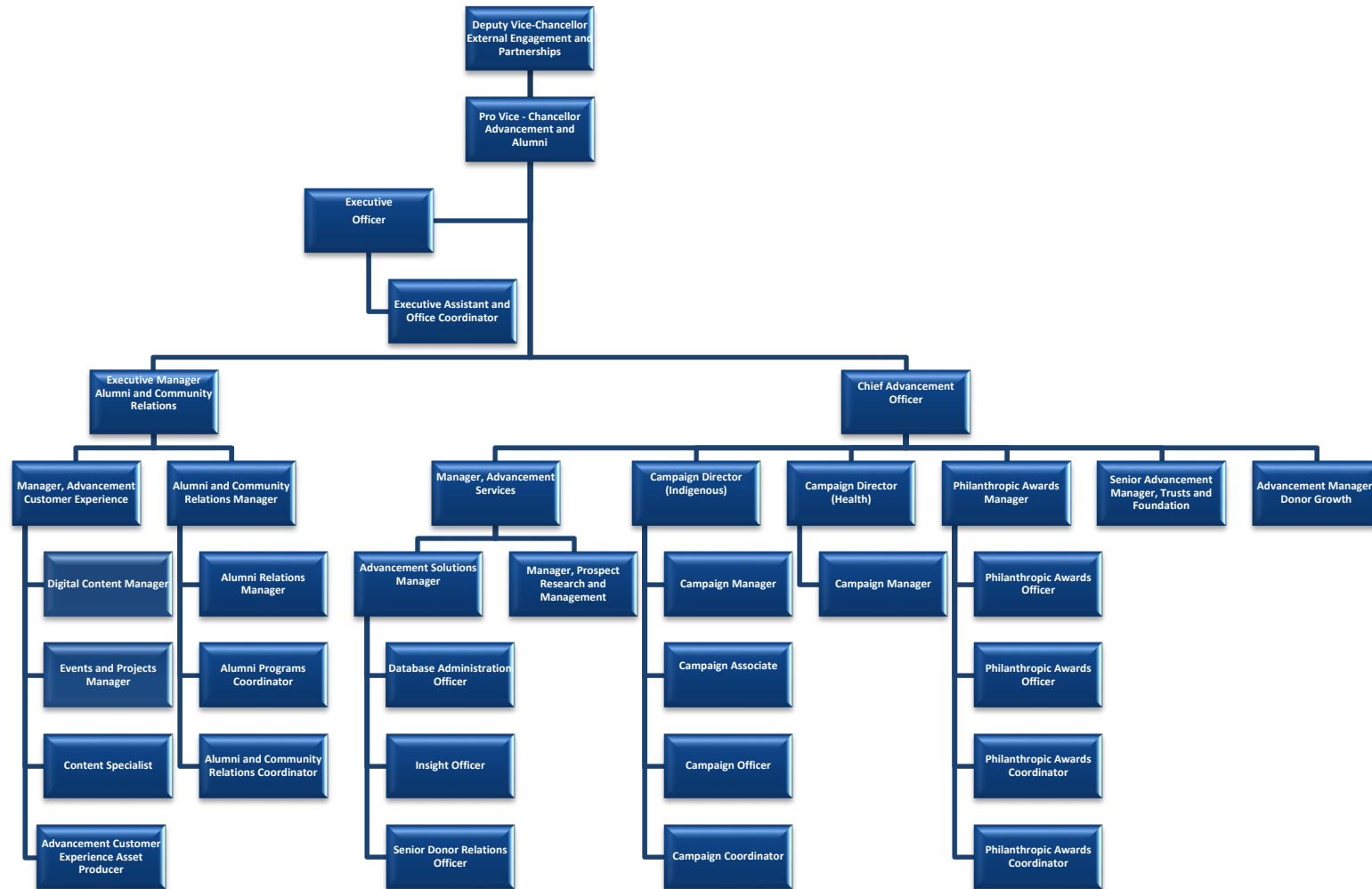
HEALTH AND SAFETY

It is a condition of employment that all staff, supervisors and managers understand and comply with their HSW responsibilities as outlined in the [UTS Health, Safety and Wellbeing Policy](#)

RECORDS MANAGEMENT

It is a condition of employment that all staff, supervisors, managers, and staff appointed in formal records contact roles, understand, and comply with their information management responsibilities as outlined in the UTS [Records Management Policy](#) and [Privacy Policy](#)

ORGANISATION CHART



UTS KEY SELECTION CRITERIA

UTS:HUMAN RESOURCES

POSITION: Pro Vice-Chancellor, Advancement and Alumni

FACULTY/DIVISION: External Engagement and Partnerships Division

Skills and Attributes

- Exceptional senior leadership skills including high-level interpersonal, negotiation, influencing and communication skills
- Demonstrated ability to effectively develop, drive, execute and deliver advancement and alumni strategies, initiatives and operations in a large, diverse organisation
- Ability to build and maintain relationships with diverse stakeholders
- Demonstrated ability to deliver outcomes (including financial outcomes) of mutual benefit to the university and external partners that support the mission of the university
- Ability to drive and lead cultural change
- Exceptional business acumen

Knowledge

- Comprehensive knowledge and understanding of current issues affecting the higher education sector and the fundraising environment
- Comprehensive knowledge and understanding of relevant government, industry and community relationships

Qualifications

- Bachelor's degree or higher

Experience

- Experience in successfully leading and developing advancement and alumni programs, with substantial fundraising success, in a large and complex organisation
- Demonstrated expertise in engagement, outstanding communication, negotiation and influencing skills with the ability to build relationships with key internal and external stakeholders that result in measurable benefits and outcomes for UTS.
- Demonstrable leadership skills in strategy development and delivery
- Demonstrated track record in driving change, promoting effective ways of working and engaging others in a vision and direction in a collegiate leadership and management style
- Substantial experience in developing effective relationships and networks across a wide range of cultural, social and economic contexts