Position Description – *Manager, Global Scholarships and Sponsored Students*

Updated 15/11/2026

POSITION DETAILS	
Portfolio	**Deputy Vice-Chancellor (Students)**
Organisational Unit	**Office of Global Engagement**
Supervisor (Title)	**Pro Vice-Chancellor (Global Engagement)**
Classification	**Higher Education Officer Level 8**
Employment Type	**Continuing, full-time**

POSITION SUMMARY

The Manager, Global Scholarships and Sponsored Students leads through collaboration to develop and manage coordinated, effective and strategic scholarships and sponsorships program with particular responsibility for building and managing relationships with government agencies, international sponsors, scholarship bodies and strategic partners to support education pathways and student outcomes.

Operating within the Office of Global Engagement, and working closely with the Office of Graduate Research, colleges, and portfolios, the role identifies and develops opportunities to increase sponsored student participation, strengthen HDR and PhD recruitment pathways, support researcher mobility and expand externally funded education and capability-building programs.

The position operates under broad direction and provides well-developed advice on sponsorship and scholarship opportunities, partnership development, market engagement and institutional growth. It contributes directly to the University's objectives in global engagement, research excellence, talent attraction and international reputation.

UNIVERSITY EXPECTATIONS AND VALUES

All staff at Flinders are responsible for understanding their obligations and responsibilities as set out in the University's code of conduct and are expected to:

- demonstrate commitment to the University's values of Integrity, Courage, Innovation and Excellence
- demonstrate consistent alignment with the University's strategic priorities through daily decisions, teamwork and behaviours that reinforce the strategic intent.
- contribute to the efficient and effective functioning of the team or work unit to meet the University's objectives. This includes demonstrating appropriate and professional workplace behaviours, providing assistance to team members, if required, and undertaking other key responsibilities or activities as directed by one's supervisor;
- promote and support an inclusive workplace culture which values diversity and embraces the principles of equal opportunity;
- perform their responsibilities in a manner which reflects and responds to continuous improvement; and



- familiarise themselves and comply with the University's *Work Health and Safety, Injury Management and Equal Opportunity* policies.

Flinders University is committed to providing a safe, respectful and inclusive environment, free from gender-based violence. Appointment to this role is conditional on the completion of required pre-employment checks and declarations, each of which must be satisfactory to the University. This includes a Gender-Based Violence declaration, in accordance with the National Higher Education Code to Prevent and Respond to Gender-Based Violence (2025), and a Nationally Coordinated Criminal History Check.

KEY POSITION RESPONSIBILITIES

The Manager, Global Scholarships and Sponsorship Relations is accountable for:

1. Identifying, facilitating and progressing strategic scholarship, sponsorship and externally funded opportunities that support student recruitment, research collaboration, capacity building and global impact objectives.
2. Collaboratively leading the development and continuous enhancement of strategic scholarship and sponsorship relationships, ensuring alignment with global engagement, research, recruitment and student experience.
3. Supporting and enabling strategic and coordinated engagement with sponsor, scholarship and government bodies and strategic partners to expand funding opportunities and strengthen institutional relationships and education pathways.
4. Providing advice, insights and recommendations on emerging international opportunities, funding trends, government priorities and partnership opportunities to support institutional decision-making.
5. Coordinating the effective planning and review of scholarship and sponsorship initiatives, ensuring clear performance measures, stakeholder engagement and growth.
6. Ensuring new and existing scholarship and sponsorship activities operate within appropriate governance frameworks, funding requirements, legislative obligations and risk management practices.
7. Representing and promoting education, research, and capability strengths through engagement with stakeholders.
8. Developing new and innovative approaches that enhance the University's scholarship and sponsorship coordination and delivery in collaboration with key stakeholders.
9. Any other responsibilities in line with the level of the position as assigned by the Supervisor and/or the University.



KEY POSITION CAPABILITIES

- Progress towards postgraduate qualifications and extensive relevant experience in international education, partnerships, research engagement, or a related field; or an equivalent combination of relevant experience and/or education and/or training.
- Extensive experience developing and maintaining high-value relationships with funding bodies, sponsors, scholarship organisations, government, industry and strategic partners to achieve mutually beneficial outcomes.
- Demonstrated broad understanding of the international education, research and higher education sectors, including scholarship and sponsorship programs HDR recruitment, research capability and government-funded initiatives.
- Proven ability to coordinate and align diverse stakeholders across academic and professional portfolios, building shared commitment and facilitating institution-wide approaches to strategic projects and ambition.
- Demonstrated capability to identify, assess and progress partnership, funding and growth opportunities, informed by market intelligence, external trends and organisational priorities.
- Highly developed written, verbal and interpersonal communication skills, including the ability to represent the University credibly with senior stakeholders, prepare executive-level briefings and influence decision-making.
- High-level analytical, planning and problem-solving skills, with the ability to interpret complex information, assess opportunities and risks, and develop practical and innovative recommendations for action with a broad understanding of domestic and international policy and program areas.
- Demonstrated ability to develop and operate within governance frameworks, manage compliance obligations and funding requirements, and ensure appropriate management of reputational, operational and strategic risks.
- Proven ability to exercise initiative, sound judgement and professional autonomy in complex, multi-stakeholder environments characterised by competing priorities and ambiguity.

