

Daniel Martin

Senior Consultant & Principal
Managing Director, Australia



Education: Western Sydney University, B.A.

Residence: Leichhardt, New South Wales

Experience

With a career dedicated to advancing philanthropy and fostering community engagement within esteemed educational and non-profit institutions, Dan brings a wealth of experience in strategic leadership and fundraising excellence. Dan most recently served as the Director of Foundation (Chief Advancement Officer) at St Aloysius' College in Sydney, where he orchestrated transformative initiatives that have propelled the institution to new heights of philanthropic success. Spearheading a landmark \$20M philanthropic campaign, he generated record cash donations and exceeded the fundraising goal. Furthermore, his leadership extended to global engagement efforts, cultivating partnerships and mobilising the diverse Aloysian community towards collective generosity and impact.

Dan's tenure at prominent universities, including the University of NSW (UNSW Sydney) and the University of Sydney, underscores his commitment to driving substantial philanthropic growth and fostering strategic partnerships. At UNSW Sydney, Dan led a record-breaking fundraising effort, surpassing \$50M in philanthropic income across the Faculty of Medicine and Faculty of Science. Leveraging innovative fundraising strategies, he achieved a 35% increase in giving across medicine and science, while cultivating relationships with corporate entities to expand funding opportunities. Additionally, Dan's role at the University of Sydney saw him securing the largest donation in its' history, a combined \$45.8M (\$10.8M and \$35M) and helping to facilitate more than \$100M in donations during his tenure, contributing significantly to the institution's advancement and impact.

Prior to his university roles, Dan honed his expertise in major gifts fundraising with charitable organisations, including The Fred Hollows Foundation and Children's Cancer Institute, where he developed and implemented both organisation's first major gifts strategies.