

## **Meet the facilitator**

**Abel Orellana**

### **Head of Development, UNSW Medicine & Health**

Abel is a seasoned fundraising leader with 15 years' experience in higher education and demonstrable track record in securing major and principal gifts. With a personal commitment to impacting communities and helping donors find their passion project, Abel has secured gifts toward undergraduate and higher degree scholarships, early-career research fellowships, academic chairs, research programs and centres across basic and translational sciences.

He is currently Head of Development at the University of New South Wales (UNSW), where he leads a team of major gift professionals, driving philanthropic income to advance medical research and increase educational opportunities for students. Prior to joining UNSW, Abel had been a member of the team that delivered the \$1billion INSPIRED campaign with the University of Sydney, and secured significant gifts within disciplines such as medicine, science, engineering, business and agriculture.