



Manager Business Development

Position Description

Reporting to:	Head of Strategy and Partnerships	Work location:	Flexible
Department:	54 reasons	Budget holder:	No
Team:	Strategy and Growth	Direct reports:	Yes

About 54 reasons

54 reasons is Australia's leading child rights organisation, proudly part of the Save the Children Australia Group and global movement. We're here to make sure that everyone understands their rights. So that children and young people have their rights met and thrive, in all their diversity.

We champion the children, young people and families we work with. We are inspired by the curiosity and creativity of children, and motivated by the love of those who care for them. With the child's voice at the centre, we provide quality services to children and their caregivers, advocating with them so that children develop, learn, and are connected, safe and confident.

Our people are proudly local, and as diverse as the communities we serve - in every state and territory, and across regions, remote areas and capital cities. Our operations and services span the early years and school engagement, youth justice, domestic and family violence and family support, and our practice is grounded in child rights and participation.

From our 54 reasons Practice Framework to our culture where you will feel valued, belong and make a difference for children, 54 reasons is truly a place you will **learn and grow**. Find out more about *Our Promise* to Children and Young People and how our Practice and Impact measurement team works to ensure the provision of high quality, contemporary and inspiring service, practise and outcomes that meet and exceed client needs. [Our Approach – 54 reasons](#)

Here you'll make a difference

At Save the Children Australia, we attract bright and big-hearted people who are inspired to make a difference. Together, we are fearless in our pursuit of making lasting change for the children and communities who need it most.

Role Purpose

The Manager Business Development is a senior role in 54 reasons' Strategy and Partnerships team, responsible for the effective operation of our central business development function. The Manager oversees bid writer/s in the team as direct reports, and works closely with pursuit teams across the Save the Children Group and bid partners where relevant to plan for, initiate, coordinate and develop successful, strategic and high value funding proposals for 54 reasons.

In this way, this role is critical to 54 reasons achieving our core strategic commitments:

- Growing our impact in areas where children's rights are not being met deeply or consistently, as outlined in our [strategy](#).
- Embedding child and client experience as a key input into services wherever possible.
- Partnering with like minded organisations to further child rights and participation in Australia.

The Strategy and Partnerships team is responsible for supporting the organisation to achieve our [strategic](#) objectives; build genuine and impactful partnerships; secure and retain key business; manage brand and communications, and ensure we meet and beat external quality standards and internal requirements.

Here your skills will be valued

- Support strategic positioning and partnership development, in line with agreed national and state/territory priorities and wider 54 reasons strategy commitments
- Lead/oversee opportunity identification and capture planning for individual high value opportunities

- Facilitate decision making on all tenders and proposals in line with organisational requirements, effectively briefing executive and Board as necessary
- Lead/oversee the development of quality high value tenders and proposals that conform to funder requirements and deadlines, managing multi-disciplinary bid teams as required including technical, financial and operational experts
- Monitor ROI, revenue targets and financial ratios, acting where required with finance and operational leaders to mitigate risks and ensure targets are met
- Lead other strategic business development initiatives as directed

Leadership

- Build capability through recruiting and organising staff; coaching, capability development and supervision, and supporting formal professional development
- Manage performance with clear expectations and timely management including both deliverables and behaviours; drive staff engagement, and align people behind our vision and mission
- Secure risk including managing underperformance and ensuring staff safety

In addition, this role leads continuous quality improvement in our business development function including through our national governance forum and after action reviews.

Health, safety, security and risk management

- Be a role model for safety and security and comply with all workplace safety policy, procedure, work instructions and training
- Act safely at all times
- Report all incidents, injuries and potential hazards in a timely manner
- Participate in, and contribute to, health and safety awareness and improvements
- Be aware of, document and manage the risks associated with your team's programs and workplaces and ensure appropriate elimination or mitigation measures are applied
- Ensure staff have completed all required training and have up-to-date background and working with children checks
- Lead and promote a culture of strong governance promoting employee health, safety and security and operational risk management
- Show leadership towards health and safety awareness and improvements

Child protection and safeguarding requirements

- Maintain a child safe environment at the workplace and safeguard children's rights, acting in the best interests of children at all times
- Comply with the [Child Safeguarding Policy](#) & [Code of Conduct](#)
- Demonstrate the highest standards of behaviour towards children in both your private and professional life
- Never abuse the position of trust that comes with being a part of the Save the Children family
- Maintain a safe and positive relationship at all times when working with children and young people
- Respond to any concerns for the safety or wellbeing of a child in a program in accordance with internal reporting processes
- Ensure staff have completed background checks and are trained in child safeguarding in line with organisational and program requirements

All roles at Save the Children contribute to our impact for children

At Save the Children and 54 reasons, every role, whether in our programs or support services, plays a vital part in our impact for children. We are committed to creating a positive impact on the lives of children and their communities, and we value the contributions of every team member in achieving this vision.

Here you'll belong

It takes all types of people to do the challenging work we do. Here are some of the specific skills and experiences you'll bring to this role:

Essential knowledge or experience

- Track record in high value funding acquisition in the Australian children and family services sector or similar, with the ability to lead and/or engage in complex financial and business modelling



- Demonstrated people development and management capability
- Exceptional writing skills, including a proven ability to edit, synthesise technical information and present complex ideas clearly and tailored to audience including executive and Board directors
- Demonstrated planning and organisational skills, and an ability to meet strict deadlines when managing multi-disciplinary and/or geographically dispersed teams
- Demonstrated ability to negotiate effectively, problem-solve, manage change and competing interests and facilitate timely decisions by executive and Board
- Can-do attitude and a willingness to lead continuous improvement and learning across the business

Required qualifications

- Degree in relevant field, for example business or project management, public administration or diploma with equivalent training experience

Additional Information

- Any offer of employment at 54 reasons will be subject to a satisfactory National Police Record Check and, where required, a Working with Children Check
- Employees must sign on to Save the Children Australia's Child Safeguarding Policy and Code of Conduct
- Ongoing performance and employment will be measured against KPIs, values and demonstrated behaviours outlined above
- 54 reasons is an Equal Opportunity Employer

Driver's Licence:

Required

Travel:

Some required

Working with Children Check:

Required

Assets:

Laptop