

Business Development Lead

Position Description

Reporting to:	Head of Partnerships	Work location:	Any location, Australia
Department:	Supporter Engagement	Budget holder:	No
Team:	Corporate Partnerships	Direct reports:	Nil

Role Purpose

The Corporate Partnerships Team at Save the Children Australia seeks to engage with corporates to develop large-scale, multi-year partnerships and funding streams that address shared goals and contribute to the protection and development of children in Australia and around the world.

We are seeking an experienced Business Development Lead to join our team.

The Business Development Lead will leverage their extensive corporate network and collaborate with internal teams to create million-dollar annual contributions from multiyear partnerships.

Reporting to the Head of Partnerships the successful candidate will be a catalyst and role-model for the organisation in identifying and engaging new companies to support Save the Children's programmatic priorities.

Key Areas of Accountability

Role requirements

- Develop new and innovative partnerships that position Save the Children as the partner of choice for Australian corporates.
- Create at least two new multi-year, \$1M+ annual partnerships by the end of 2025.
- Seek, identify, and support opportunities to secure long-term strategic partnerships and deliver accelerated and ambitious growth for the corporate team.
- Take personal responsibility and accountability for proactively generating leads, building networks, making contacts, and bringing in new partnerships.
- Produce and deliver high quality, creative bespoke presentations, and proposals, ensuring a tailored approach for each prospect.
- Ensure that due diligence and other guidelines are adhered to on partnerships.
- Ensure best-in-class partner management practices are established and followed, with focus on account growth, stewardship and retention, including strong reporting and promotion of our joint successes.
- Identify and secure opportunities to build Save the Children's visibility with the corporate sector, including at events and on social media to promote the organisation's leadership position ahead of peers.

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

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 Code of Conduct and child safeguarding and protection policies and standards (click [here](#) to view further details)
- 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

Person specification

Essential knowledge or experience

- Substantial relevant experience.
- Proven experience in building 7-figure partnerships in consulting or corporate fundraising contexts.
- Experience working with senior corporate executives within the Australian corporate sector.
- Demonstrated ability to communicate and collaborate successfully with individuals and teams at all levels.
- Demonstrated commitment to fostering and maintaining an environment of diversity, inclusion, and belonging.
- Professional proficiency in MS Office suite.

Desirable knowledge or experience:

- Experience working in social impact, with or for the corporate sector.
- A demonstrable and sophisticated understanding of the complexities of international and or domestic development programming partnerships.

Personal attributes:

- Ability to think creatively and to develop tailor made proposals to meet corporate and Save the Children's objective.
- Ability to plan, prioritise and manage a varied workload in a pressured and complex environment.
- A highly proactive approach to researching and initiating new business opportunities.
- Excellent interpersonal skills including the ability to persuade, motivate, network, and negotiate effectively both internally and externally.
- Proactive about self-development, using feedback and insight to improve performance.
- An established leader with personal gravitas and ability to work with senior executives.
- A proven team player. Someone who is open and who is able and willing to deliver beyond his or her personal brief.

Additional Information

- Any offer of employment at Save the Children Australia will be subject to a satisfactory National Police Record Check and 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.

- Save the Children Australia is an Equal Opportunity Employer

Driver's License: No

Travel: Occasional inter-state travel

Working with Children Check: Required

Assets: Nil