

Corporate Partnerships Manager Position Description

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

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.

The Corporate Partnerships team is responsible for the effective management and growth of the Save the Children Australia portfolio of corporate partnerships. We believe the role of the corporate sector in addressing the world's challenges will continue to expand, because significant resources (e.g. infrastructure, products, marketing resources, technical expertise) are concentrated in the corporate sector, and corporates are increasingly regarding addressing social issues as fundamental to their strategy. The corporate team seeks to engage with corporates to develop large multi-year partnerships that address their strategic aims, and makes a contribution to the protection and development of vulnerable children in Australia and around the world.

Every corporate partner arrangement is unique, and it is critical that the Corporate Partnerships Manager is able to navigate the many facets and approaches to partnership management whether this results in a philanthropic contribution, cause related marketing, or a partnership based on shared value.

This role suits individuals who are motivated by having significant social impact, with strong business acumen, strategic selling expertise, and excellent communication skills. They have a real prowess to nurture and grow relationships. They will spend as much time with their partners as possible. In fact, they will walk the corridors at every opportunity to see what other opportunities may exist within the existing portfolio of partners. They will map these out and formally present a new strategic plan to each partner every year with one purpose – to deepen our relationship.

Key aspects of this role include the following:

1. Representing the Corporate Partnerships team as the primary point of contact for the initiatives of the portfolio
2. Managing an existing portfolio of partners and the opportunities for deeper engagement that exists within each partner to drive income growth whilst managing costs
3. Overseeing the new business development initiatives towards the acquisition of new corporate partners by identifying opportunities as well as helping with the conversion of prospects
4. Strategically formulating a partnership plan using innovation and best in-class CSR partner proposal as the guiding philosophy
5. Galvanising the wider organisation including staff from Programs, Advocacy and Policy, the Executive Team as well as other members of the Corporate Partnerships team – to maximise the broader fundraising potential

Here your skills will be valued

Role requirements

Financial/Budget Management

- Meet and exceed the financial targets set for the Corporate Partnerships Manager (reviewed annually)

- Manage and monitor relevant budgets to ensure that the Corporate Partnership Manager operates within defined financial parameters and targets
- Ensure success is measured not merely in terms of revenues raised, but also in terms of external resources secured (GIK) to help meet the organisation's strategic goals

Stakeholder Communication and Relationship Management

- Liaise with relevant internal stakeholders to both enlist their support, and provide them with support
- Build, maintain, and manage external relationships to build Save the Children Australia's profile

Health, safety, security and risk management

- Model safe behaviour by following all workplace policies, procedures, work instructions and training
- Work safely at all times and consider the impact of your work practices on your own and others' physical safety and psychological wellbeing.
- Report all incidents, injuries and potential hazards in a timely manner
- Take part in safety activities and improvements, contribute to a culture that supports physical and psychological health.
- Identify, document and manage risks in your programs and work environment, putting controls in place to reduce physical and psychological harm.

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

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

At Save the Children, 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.

Being a leader at Save the Children Australia means leading with heart, enabling others, and delivering results. Leaders are expected to uphold, and role model the behaviours outlined in our Leadership Framework.

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 in this role:

Essential knowledge or experience

- Relevant tertiary qualification/s or equivalent experience
- 5+ years successful experience in managing corporate clients and/or developing new business or within a corporate foundation environment
- Exceptional communication skills – particularly in strategic or conceptual pitching, negotiation or persuasion
- High competency with the MS Office suite of programs, including PowerPoint and CRM management and in utilising AI platforms to support content creation, market research, and communication drafting
- Demonstrated experience in budget/financial management

- Prior NGO/NFP experience desirable

Core competencies required for this position

- Leading and inspiring others
- Demonstrates leadership in all our work, embodies our values, and articulates a compelling vision to inspire to achieve our goals for children
- Influences others positively to achieve team goals with a positive 'can do' attitude

Delivering results

- Pursues opportunities managing the risks and uncertainty to enable the organisation to achieve more for children
- Aligns ideas and solutions to strategic imperatives to support the delivery of our long-term strategic objectives

Problem solving and decision making

- Gathers the right information and uses critical thinking to make effective and timely decisions
- Knows when to involve others in a decision

Communicating with impact

- Conveys complex issues with clarity, brevity and confidence
- Ensures communications and presentations are concise and well-structured strategically

Innovation

- Openly talks about doing things differently, pushing boundaries
- Thinks creatively, seeks out and applies successful ideas from others to overcome challenges

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 Licence: Required **Travel:** Required

Working with Children Check: Required **Assets:** Laptop