

Head of Partnerships Position Description

Reporting to:	Executive Director Fundraising & Partnerships	Work location:	Sydney / Melbourne
Department:	Supporter Engagement	Budget holder:	Yes
Team:	Partnerships	Direct reports:	4

Role Purpose

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

The Head of Partnerships will lead a team responsible for a multi-million-dollar portfolio of partnerships and develop the strategy to achieve ambitious growth objectives. The Head of Partnerships will provide exceptional stewardship to existing partners to enable renewals and uplifts with a focus on growing unrestricted income. The Head of Partnerships will collaborate with the Head of Partnership Development to identify, acquire and onboard new strategic partners.

Our Head of Partnerships will:

- Manage and grow Save the Children's portfolio of corporate partners.
- Drive value for our partners through support of practice and delivery of their Environmental, Social, and Corporate Governance (ESG) goals.
- Support relationships with our corporate partners to facilitate outcomes for children.
- Manage a team of Corporate Partnership Managers.

Key Areas of Accountability

Role requirements:

This position will provide leadership to the corporate partnerships team and work collaboratively with the Head of Partnership Development to set the acquisition strategy for new business. The Head of Partnerships will:

Develop and implement the Partnership strategy:

- Within the overall partnership strategy, develop and lead on a clear strategy and targets for the retention and growth of existing corporate partners.
- Set and deliver on financial and non-financial growth targets for existing partners in alignment with the partnership strategy and overall organisational ambitions.
- Work with the Head of Partnership Development to set and deliver the strategy for new business.

Leadership:

- Manage the Partnerships team and support their development, identifying opportunities to embed an outcome-focused culture.
- Leading by example in partner management by applying a strong donor-centric approach to stewardship of strategic corporate partners.
- Provide leadership to the WPG and thematic product managers and ensure other relationship managers are including these products in their outreach to prospective or existing partners.

Strategic growth:

- Driving the strategic approach and tactical plan to increase partnership opportunities across the asset areas of Environmental, Social & Governance, as well as accessing and leveraging external assets and capability to drive growth and impact. This includes looking at where the organisation has existing partnerships and seeing how these could be grown to achieve broader areas of impact.

Business Development Readiness

- Leading the team to effectively steward and acquire partners with the overall objective to grow existing partnership base to achieve our growth ambition, specifically focusing on large multi-year opportunities.
- Driving the team's ability to unlock more unrestricted funding through our *Partners for Good* unrestricted giving program and workplace giving program.
- Driving the team's ability to unlock non-financial partnerships (e.g., capacity building, corporate consultancies, and provision of expertise, industry skills and knowledge to SCA) for existing partners.
- Identifying synergies with existing partners and developing a targeted team workplan to drive collaborative partnerships outcomes.

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, and 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 the 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

Person Specification

Essential knowledge or experience

- Demonstrated experience developing and implementing partnership strategies to achieve sustainable revenue growth.
- Demonstrated experience acquiring and managing high-value, multi-year partnerships.
- Demonstrated experience managing a high-performing partnership team.
- Ability to develop value propositions and aligning organisations' social impact goals and opportunities to Save the Children offerings,
- Demonstrated ability to lead cross-functional teams to develop innovative and effective offerings for external partners,
- Strong interpersonal and communication abilities essential

Desirable knowledge or experience

- Demonstrated experience in building team & individual business development capabilities,
- Understanding of global issues, development practice, and industry trends,
- Ability to introduce an extensive network of contacts to the organisation will be highly regarded.

Desirable qualifications and/or accreditations

- Relevant tertiary qualifications or demonstrated experience
- A background in ESG leadership, business development or corporate affairs.