

Role Title: Corporate Partnerships Relationship Manager	Division: Public Affairs	Location: Sydney Melbourne or Brisbane	Date: February 2025
Employment type: Full time	Reports to: Senior Manager Corporate and Community Partnerships	Number of direct reports: 0	Leadership Band: Leads self

Purpose of the role:

The Corporate Partnerships Relationship Manager is responsible for cultivating and maintaining strong relationships with corporate partners to advance The Foundation’s mission.

The **Corporate Partnerships Relationship Manager** will own the outcomes of:

1. Set the budget and KPIS in consultation with the Senior Manager for the partnership portfolio at The Foundation to drive retention and growth.
2. Lead the strategy and implementation of The Foundations corporate partnership retention program, ensuring the program delivers against agreed workplan
3. Drive contract renewal and negotiation for existing partners to meet agreed retention rates
4. Manage purpose led marketing and communication campaigns with existing partners that grow brand awareness and drive new donors and income to The Foundation
5. Build strong internal relationships with the Programs and Public Affairs division to deliver against shared outcomes for The Foundation and corporate partners.
6. Plan and coordinate partnership engagement events, meetings, and presentations to enhance partner involvement and commitment.
7. Identify cross-selling opportunities with corporates, sponsors and supporters for key community partnership events.
8. Support the development of high-value pitches and proposals to businesses and corporate foundations.
9. Assist in the ongoing delivery of the Workplace Giving Program.
10. Provide mentoring to the wider Partnerships team in best practice stewardship of partnerships.
11. Other tasks as requested by your manager.

Our Capabilities:

As a member of The Foundation Family you will:



1. Live by the values of The Foundation and support The Foundation’s culture, performance and brand.
2. Adhere to all The Foundation’s policies and procedures.
3. Strengthen the health, safety and well-being of all/look out for the well-being.
4. Lead, collaborate and contribute in all interactions.

Essential Experience:

- Demonstrated experience in account management or partnership engagement
- Demonstrated ability to implement project plans and timelines
- Ability to communicate across a range of medium which includes public speaking, verbal and written presentations and proposals

Skills:

- High level of personal initiative and resourcefulness
- Excellent written and verbal skills
- Excellent time and project management skills
- Good communication and presentation skills
- Excellent competence in MS Office and use of databases

Desirable Experience:

- Experience in NFP fundraising
- Good understanding of the CSR and Corporate philanthropic market.

Qualifications:

Tertiary qualification in fundraising, communication, marketing or related discipline, or equivalent experience

The position involves:

This position is recognised as having “Contact with Children” either direct or indirect

Additional Responsibility:

Ensure that the work for which they are responsible is carried out in ways, which safeguard the health and safety of workers.

Travel:

Domestic travel as required.

To work in The Foundation, you will:

This role purpose defines the broad accountabilities of the positions, which may change based on organisational need. Please refer to the divisional, team and individual work plans for more specific details

- Be eligible to work in Australia and other regions where you will be based
- Undergo background check including criminal records and qualifications check
- Undergo working with children check for positions that are identified as working with children