

Role Title: Corporate Partnerships Manager

Division: Public Affairs

Location: Sydney

Date: March 2026

Employment type: Full time (flexible work arrangements on application)

Reports to: Global Partnerships Manager

Number of direct reports: 0

Leadership Band: Leads self

Purpose of the role:

The Corporate Partnerships Manager plays an important leadership role in leading the strategic development and execution of a high-value partnerships to drive sustainable revenue growth. This is achieved by leading the end-to-end partnership Lifecycle, from business development to stewardship and growth, strengthening corporate partnerships, enhancing engagement and identifying innovative opportunities that align The Foundation's vision and objectives.

Operating at the intersection of impact and income, this role leads the end-to-end partnership lifecycle: from prospecting and business development through to stewardship, growth, and renewal across a diverse portfolio including corporate ESG partnerships, co-branding, cause marketing, employee engagement and strategic philanthropy.

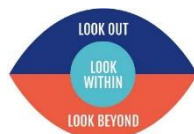
Key Responsibilities include:

- **Pipeline, Forecasting and Strategic Planning:** Develop and manage a data-driven partnerships pipeline, leveraging CRM systems to track prospects, performance, and conversion, ensuring accurate revenue forecasting, reporting, and strategic planning to support sustainable growth.
- **Strategic Partnership Development and Growth:** Identify, prioritise and develop high-value, multi-year partnerships by aligning the Foundation's priorities with external opportunities, introducing innovative go-to-market approaches that unlock incremental value and impact.
- **Portfolio Leadership and Revenue Performance:** Own and optimise the strategic corporate partnerships portfolio, with accountability for revenue performance, identifying growth opportunities, and shaping long-term engagement strategies to maximise impact and value.
- **Partnership Growth, Renewal and Negotiation:** Lead renewal negotiations and expansion plans for existing partners, developing compelling proposals and securing agreements that deliver mutual strategic benefit and long-term value.
- **Partnership Brokering and Stewardship:** Build and maintain trusted, long-term relationships with senior external and internal stakeholders, fostering strong internal alignment and working closely with the Global Philanthropy team to ensure a coordinated, high-quality partner experience and deliver integrated, impact-led partnership activations.
- **Partnership Brokering and Stewardship:** Build and maintain trusted, long-term relationships with senior stakeholders, ensuring a high-quality, consistent partner experience and delivering integrated, impact-led partnership activations.
- **Global Leadership, Innovation and Capability Building:** Represent the Foundation as a credible and inspiring leader, driving collaboration, innovation and the sharing of insights and learnings (both internally and externally) to strengthen capability and position the Foundation as a partner of choice.
- **Cross-Functional Collaboration and Stakeholder Integration:** Drive enterprise-wide collaboration by working closely with program teams, marketing and communications, digital, and the Global Philanthropy team to align content, coordinate engagement strategies, and optimise the identification and conversion of shared corporate prospects.

Our Capabilities:

As a member of The Foundation 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 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, stewardship or partnership engagement
- Demonstrated success in securing and managing high-value, multi-year partnerships
- Proven record in corporate partnerships, fundraising and business development/sales with evidenced delivery against targets
- Demonstrated ability to implement project plans and timelines, engaging stakeholders via updates.
- Strong commercial acumen, combined with the ability to read the room with sensitivity, build trust with senior stakeholders, and influence, negotiate, and close complex, high-value partnerships
- 10 years plus experience.

Skills:

- Self-directed, resilient and able to maintain performance during peak governance cycles. Strong sense of accountability for outcomes and enthusiastic to learn.
- Relational leadership approach to influencing outcomes through collaboration, including action follow-up and deadline negotiation.
- Works productively and respectfully in a team.
- High level of stakeholder awareness and emotional intelligence, including the ability to read context and adapt communication style.
- A continuous improvement mindset, with the ability to create a shared value proposition between Corporate Partner's and The Foundation.
- Excellent competence in MS Office and use of databases
- Ability to communicate across a range of medium which includes public speaking, verbal and written presentations and proposals

Desirable Experience:

- Experience in ESG, social impact or international development sectors
- Experience working in a high paced, high performance, matrixed and global organisations
- Familiarity with prospecting and CRM – data led fundraising approaches

Qualifications:

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

Travel:

Domestic travel as required.

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

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.

To work in The Foundation, you will:

- 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