



backing local change.

POSITION DESCRIPTION

Strategic Partnerships Manager

POSITION TYPE

Full-time

REPORT TO

Chief Development Officer (CDO)

POSITION DESCRIPTION

The Strategic Partnerships Manager role will play a pivotal role in shaping the success of partnerships at ygap. You will be working alongside a highly energetic, entrepreneurial, innovative team who believe in the power of social entrepreneurship in lifting the poorest out of poverty.

In the last 10 years, ygap has created and led incredibly innovative and successful fundraising campaigns including our current Polished Man campaign and the 5 cent campaign.

As the Strategic Partnerships Manager, you will work alongside a highly engaged and competent team to work together to grow new and existing philanthropy and partnership supporters (trust and foundation, government, pafs and high net worth individuals).

This role will see you facilitate the development, design and delivery of capacity building initiatives for a range of stakeholders. This position is an exciting opportunity to shape philanthropy through traditional best practice and evidence-based revenue streams but to also engage in innovation and pilot testing

new ways of increasing opportunity, specifically looking at emerging practices from the UK and the USA.

You will be a strong administrator and disciplined in adhering to policies and procedures and be au fait with relevant fundraising legislation, we are looking for a highly skilled technical leader in fundraising to bring this expertise to support the growth of our current fundraising streams.

This role will see you managing our relationship portfolio of globally recognised high net worth individuals as well as traditionally established trust and foundations. You will be leading on next generational wealth stakeholder management strategies and implementation. As well as referring corporate opportunities to our Corporate Partnerships Manager. Trust and foundation and paf applications will be pivotal to achieving fundraising income targets for this role.

This role and organisation is incredibly rewarding and we look forward to hearing from you.

KEY SELECTION CRITERIA

Essential:

- 2+ years' experience as Partnerships Coordinator or Manager
- Broad range of exposure to funding across income streams
- Proven ability to realise six-figure funding asks and steward relationships end to end effectively
- Established relationships and networks in the Australian Philanthropic and or Social Impact Sector
- Demonstrable expertise and success in acquisition, retention and development of donors across multiple fundraising disciplines
- Strong understanding and experience in managing Australian and Global Grants
- Demonstrated expertise in creating and executing successful new fundraising streams within an organisation
- Demonstrated understanding of finance, analysis and reporting to multiple stakeholders
- Managing competing deadlines while waiting on intercountry information to finalise reporting

Desirables:

- Experience working with high net worth individuals, corporations, government, bodies trust and foundations and next gen philanthropists
- Exceptional oral and written communication skills with the ability to proactively meet reporting requirements and in writing proposals.
- Skills in strategy development
- Implementing proven strategies to uplift and retain supporters
- Excellent ability to manage relationships and communicate verbally and in writing with a diverse range of stakeholders
- Highly connected to the cause we deliver at ygap

KEY RESPONSIBILITIES AND DELIVERABLES

1. Working alongside the Chief Development Officer, deliver and execute the fundraising strategy that enables ygap to achieve an ambitious but realistic annual target
2. Leading and growing of ygap's current fundraising streams including
3. Design, implementation and growth of new fundraising streams
4. The growth of ygap's fundraising revenue to support our growing work in impact

TIME COMMITMENT AND TRAVEL

There may be periodic meetings and events outside of 'traditional' business hours due to the time zone difference of the global team and where they are based. There may also be some travel required intermittently throughout the year for periods of up to two weeks.

This will be a full-time role based in ygap's HQ office in Richmond, Australia.

APPLICATION PROCESS

- Please submit a cover letter addressing "Key Selection Criteria" together with a current CV to sarah.daugherty@ygap.com.au. Please include in the subject line of the email "<First Name> - Strategic Partnerships Manager - Application"
- Applications close: midnight on Friday 26th July 2019 .

Applications will be processed and candidates interviewed as applications are received and we encourage you to apply early.

OUR RECRUITMENT GUIDING PRINCIPLES

We have three guiding principles by which we approach our hiring process:

1. We embrace working remotely and flexibly: it is about the quality of work and how best to achieve this - not being tied to a desk from 9am to 5pm
2. We encourage applicants from all cultures, ethnicities and backgrounds.
3. We have a strong focus on diversity, inclusion, gender equity and gender equality across all our operations.

OUR VALUES

Humility

It's not about us, it's about the people we serve.

Empathy

We genuinely care about the work we do

Integrity

We work like everyone is watching

Effectiveness

We make decisions and then get things done

Innovative

We challenge assumptions, test new ideas and take smart risks

ABOUT YGAP

ygap is an international development not-for-profit with an innovative approach to alleviating poverty.

We back innovative impact ventures led by local people in some of the world's toughest communities.

This is the most effective and sustainable way to tackle poverty; local impact entrepreneurs deeply understand the unique challenges of their communities and are best placed to develop impactful solutions.

ygap provides the opportunity, training, funding and ongoing support to grow social impact ventures and lift communities out of poverty.

We work across Africa, South Asia, The Pacific and Australia. To date, we have improved the lives of over 620,000 people living in poverty.