

POSITION DESCRIPTION

Campaign Partnerships Manager

POSITION TYPE

Full-time; On-going

REPORTS TO

Campaign Manager

LOCATION

Melbourne, Victoria

The Partnerships Manager will be instrumental in bringing the Polished Man campaign to life. The position will require someone with strong campaign, fundraising and partnerships experience. A natural relationship builder, you will excel at developing strategic and mutually beneficial partnerships. You will need to come loaded with your little black book of contacts and networks for both partnership opportunities and pro bono suppliers/agencies. You will be a data driven fundraiser who uses insights to guide strategy and thinking. You will need to be prepared to come in and hit the ground running!

ABOUT YGAP

ygap is an international organisation that creates positive change by making entrepreneurship more inclusive. We believe that business can be a force for good, and that entrepreneurship is key to solving the most challenging social and environmental problems facing our world today. But for this to happen, the world's diversity must be represented in creating these solutions and the systems that enable them to succeed.

ygap exists to increase the capacity and agency of entrepreneurs to run successful businesses, and reduce the barriers that inhibit access and inclusion within the entrepreneurial ecosystem.

Since 2008, we have run 60 programs that have supported 626 ventures working to make change in their communities. We have offices led by local teams in Africa, the Pacific Islands and Australia.

Running for the month of October, ygap runs the Polished Man campaign to encourage everyone to take a stand and actively commit to ending violence against children - by painting one nail for the month of October. That one painted nail can start a conversation, which raises awareness and funds to ensure a safer future for every child. Over the last eight years, we have raised nearly \$8M, engaged over 100,000 people from around the world to get behind this movement funding both trauma recovery and trauma prevention in Australia and around the world.

GUIDING PRINCIPLES

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

- We embrace flexible work arrangements, built on trust and respect.
- We encourage applicants from all cultures, ethnicities and backgrounds.
- ygap is committed to cultivating and preserving a culture of equity, diversity and inclusion across the organisation and all of our operations. We welcome all people to be unapologetically themselves. It is the collective sum of our individual differences, beliefs, experiences, self-expression and talent that enables us to live out our purpose which is to advance global equity

through inclusive entrepreneurship. To truly achieve this, we need a community that is representative of the people we serve; the people of the world.

OUR VALUES

We challenge barriers to equality

Inequality isn't accidental; it exists as a result of systems that support the success of some people over others. We strive to bring down those barriers that exist in the entrepreneurial space, and reimagine a system that is accessible and inclusive for all.

We back local change

Our work is fully informed by the people we seek to serve, with the understanding they are best placed to find solutions to the problems they face. Our work is always led by the knowledge of our expert local teams and the needs of the communities they work with.

We collaborate to achieve shared value

We are outcomes-led and actively seek out partners and funders who share our vision of an equitable and sustainable world, and who trust our team and the quality of our work to find the right solutions.

We choose courage over comfort

We actively champion gender, diversity, inclusion and sustainability in every aspect of what we do - from the internal processes of our team, board and organisational structure, to the external operations of our body of work.

We boldly pursue change

We're a collaborative and cohesive global team who are passionate about our work. We commit to being courageous in challenging what's not working, bold in offering solutions for what might, acknowledging of our own privilege, honest when we get things wrong, and proactive in learning and growing with an open mind.

KEY COMPETENCIES

Essential

- Experience and understanding of fundraising processes, charity corporate partnerships and prospect research;
- Highly developed relationship management skills, including the ability to develop trust and maintain strong working relationships with both internal and external stakeholders;
- Strong negotiation skills, including influencing, persuading, conversion, and stewardship of strategic high level corporate partnerships to drive revenue growth;
- Exceptional written and verbal communication skills;
- A high degree of emotional intelligence, empathy, and accountability;
- Collaborative mindset and contribution to team success;
- Excellent time management, with the ability to organise and prioritise a demanding workload;
- A proven track record of hitting financial targets and securing partnership opportunities.

Desirable

- Experience in the not for profit, social enterprise or start up sectors;
- Fundraising campaign experience, specifically supporting successful campaigns through strategic partnerships;
- Experience using project management tools;
- Established relationships and networks in the Australian philanthropic and/or social impact sector;
- Understanding and experience in acquiring and managing contracts with institutional donors;
- Willing to provide hands-on and planning support as needed for corporate events and other partnership activations.

QUALIFICATIONS

- Tertiary or post-graduate qualification in fundraising, communications, marketing, or similar, and/or,
- Minimum four years' experience in a fundraising or similar role providing the strategic knowledge and practical skills necessary to effectively develop the organisation's partnerships portfolio through acquisition and relationship management.

KEY RESPONSIBILITIES

Relationship Management & Strategy - 45%

- Implementing best practice partnership management;
- Maintaining high partner retention rate year on year;
- Supporting the Campaigns Manager to develop and implement strategic initiatives as it relates to partnerships to achieve overall Campaign objectives.

Sales & Business Development - 35%

- Leading key business development initiatives including securing high level corporate and other partners, as well as managing those relationships;
- Maintaining and growing an active pipeline of corporate prospects;
- Developing tailor-made strategies for identifying, cultivating, soliciting and stewarding a portfolio of partners;
- Creating mutually beneficial proposals to meet prospective partners' needs; preparing and presenting proposals to potential partners both alone and, when appropriate, by strategically involving the Campaigns Manager;

Administration - 20%

- Record and report on partnerships management activity.

TIME COMMITMENT & TRAVEL

Due to the global nature of the team and partners, there is an expectation that meetings and events will periodically fall outside of 'traditional' business hours. There may also be some travel required intermittently throughout the year for periods of up to two weeks.

This role is full-time and ideally based in Melbourne, however ygap is open to and supports flexible working arrangements.

RIGHT TO WORK

ygap welcomes international applicants however in applying for an Australian-based position you will be expected to have a valid Australian work permit. ygap is not in a position to sponsor Australian working visas.

APPLICATION PROCESS

Please submit a cover letter addressing the Key Competencies together with a current CV to hello@polishedman.com

Please include in the subject line of the email "Partnerships Manager - Application".

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