

Head of Business Development

PURPOSE OF THE POSITION

As the Head of Business Development, you manage a results-driven newly developed team to identify and map prospects, and proactively expand our partnerships with institutional donors and corporates. You will explore emerging and unconventional opportunities in the for-purpose sector to identify best opportunities for new strategic initiatives to secure long term sustainable funding. You will support ChildFund's overall grant acquisition and management strategy and lead the development and realisation of the resource mobilization strategy to support the organisational strategic plan.

KEY DUTIES

- Develop and lead ChildFund's new business strategy to acquire new revenue generating opportunities and partnerships
- Identify key stakeholders and networks relevant to priority pipeline opportunities for effective prepositioning
- Support ChildFund country and regional staff to engage in strategic partnerships with civil society, INGOs, UN and government entities as appropriate, to maximise the use of our resources for the implementation of quality programs
- Effectively communicate and promote the organisation's purpose and strategy, cultivating and managing donor/partner relationships, and providing opportunities for cooperation, networking and alliance building for new business
- Maintain strong programmatic awareness of ChildFund Australia's work in Country Offices and across the Pacific.
- Leverage lead generation opportunities and populate pipeline with new business prospects
- Design and deliver compelling pitch presentations to prospective partners in collaboration with international program team and the CEO
- Manage and nurture partner relationships to maximise engagement
- Ensure strong collaboration and integration across Sydney and Country Office teams to maximise growth opportunities.

QUALIFICATIONS & EXPERIENCE

- Demonstrated experience in business development and new business acquisition with track record in achieving revenue targets
- Excellent pitch and presentation experience with evidence of success outcomes
- Track record of driving new revenue streams
- Familiarity with CSR and shared value environment with proven knowledge of commercial co-venture laws
- Proven ability to manage a team and achieve results
- Evidence of relationship building skills at senior stakeholder level.

Desirable

- Experience in an international development organisation.

Remain alert and responsive to any child safeguarding or sexual exploitation, abuse or harassment (SEAH) risks, acquire relevant knowledge and skills to promote strong safeguarding practices, understand the child safeguarding and PSEAH policy and procedures, and conduct yourself consistent with those policies.

SKILLS

Visionary, strategic thinker and innovator

Change champion

Excellent stakeholder manager with strong interpersonal and influencing skills

Strong leader, supporting others in achieving their & the organisation's goals

Exceptional implementation & decision making capability

Excellent in presentation & public engagement

Passion for international development and child rights

CHILDFUND AUSTRALIA'S VALUES

Commitment to ChildFund Australia's values –
Respect, Integrity, Collaboration, Change,
Empowerment & Excellence

Department: Business Development Unit

Location: ChildFund Australia, L8, 162 Goulburn St, Surry Hills NSW 2010

Employment: Full-time, Initial two-year employment agreement, with option to extend upon mutual agreement

Reports to: CEO and COO

Other Information: Must have working rights in Australia.

Please apply at: <https://www.childfund.org.au/work-with-us/>





ORGANISATIONAL CONTEXT

ChildFund Australia is an independent international development organisation that works to reduce poverty for children in developing communities. We partner to create community and systems change which enables vulnerable children and young people, in all their diversity, to assert and realise their rights.

Our vision is a world without poverty where all children and young people can say: “I am safe. I am educated. I contribute. I have a future.”

ChildFund Australia directly manages and implements programs with and through a range of local partners in Cambodia, Laos, Myanmar, Papua New Guinea, Timor-Leste, Vietnam, and other Pacific nations. ChildFund Australia supports projects delivered by partner organisations throughout Asia, Africa, and the Americas. Our work is funded through child and community sponsorship, government grants as well as donations from individuals, trusts and foundations, and corporate organisations.

ChildFund Australia is a member of the ChildFund Alliance – a global network of 12 organisations which assists almost 23 million children and their families in 70 countries. ChildFund Australia is a registered charity, a member of the Australian Council for International Development, and fully accredited by the Department of Foreign Affairs and Trade which manages the Australian Government’s overseas aid program.

HOW WE VALUE YOUR CONTRIBUTION

Remuneration Package

We aim to provide an overall remuneration package that is attractive and fair. Our remuneration framework ensures that we align to employment conditions and laws, and we benchmark against the local market to ensure we offer competitive employment conditions that are appropriate to our sector.

Leave

You will have access to 20 days of paid annual leave (pro-rated for part-time employees). You are also entitled to personal/carer’s leave, paid parental leave, long service leave and bereavement leave.

Flexible Working Arrangement

You will have access to flexible working arrangements. We encourage a culture of flexibility and enable conversation between yourself and your manager about maintaining work-life balance. If the position allows, employees can choose to work up to 2 days from home per week.

Salary Packaging

You will be eligible to salary packaging. As a Non-Governmental Organisation, our staff are eligible for salary sacrificing. The Australian Taxation Office (ATO) allows us to reimburse you for your personal expenses without having to pay any income or fringe benefits tax that would normally be payable. These tax concessions are in additions to the income tax free threshold.

Employee Assistance Program

We offer an Employee assistance program UPRISE that offers multiple wellbeing initiatives. This includes free external, professional and confidential counselling assistance for personal, family or employment related matters.

Learning and Development

Our approach to learning and development will enable you to have the information, skills, and knowledge needed to do your job and to grow in your position. We build the capacity of our people and support you with on-the-job experience, coaching and formal training.

OUR VISION: A world without poverty where all children and young people can say: “I am safe. I am educated, I contribute. I have a future.”

OUR MISSION: We partner to create community and systems change which enables vulnerable children and young people, in all their diversity, to assert and realise their rights.

At ChildFund Australia you will be contributing to our programs which protect, educate and empower children and young people.