

## BUSINESS PARTNERSHIPS MANAGER (2 positions)

- ❖ Fun and casual environment
- ❖ Sydney CBD
- ❖ Full-time employment

The Business Partnerships Manager will be responsible for the development and implementation of an external stakeholder engagement plan, with a focus on both financial and in-kind support.

The Business Partnerships Manager is a key member of the National Support Team and plays a critical role in the successful achievement of organisational goals through strategic planning and resource development.

The total remuneration package is valued up to \$80,100 per annum including employer's contribution to superannuation and annual leave loading.

### **Job requirements:**

- Identify as an Indigenous Australian
- Ability to effectively engage and negotiate with a diverse range of people in non government and government agencies
- Proven ability to work in a team to achieve objectives and targets within time and budget constraints
- Experience in negotiating formal partnership and support agreements and/or contracts
- Capacity to manage partnership agreements and/or contracts to ensure that all commitments are delivered
- Develop pitch documentation and marketing strategies
- A strong working knowledge and understanding of financial reports and budgets
- Sound knowledge in developing long-term financially sustainable strategic business plans
- Excellent verbal and written communication and networking skills
- Demonstrated ability to meet deadlines and work within a high pressure environment

**Note:** *Aboriginality is a genuine occupational qualification and is authorised by Section 14 of the Anti-discrimination Act 1977.*

### **Application process:**

All applications need to be submitted via the LBF Consulting website (preferred) or faxed to (02) 9264 6000

**Applications close at 5pm Monday 15th March.**

You need to ensure that your application includes the following information:

- a current resume or curriculum vitae
- two referees with contact details (these can be of a personal or professional nature)

If you have any further questions please contact our recruitment team on (02) 9264 7000 or email [recruitment@lbfconsulting.com.au](mailto:recruitment@lbfconsulting.com.au)

**Closing Date:** Friday, 6 November 2009