

Corporate Partnerships Manager

- Impact Australian sport
- Based in Melbourne or Sydney
- Competitive remuneration



Australian Sports Foundation has a clear vision... '**An Australia where 'everyone can play'.**'

The Australian Sports Foundation (ASF) is a not-for-profit organisation with national reach that partners with grass roots community sports clubs, school teams and individual players through to medal-winning teams, elite athletes and Olympians. ASF believes that sport brings unique benefits to people and communities, and is committed to ensuring that all Australians have access to sport, regardless of social, economic background or cultural background.

As Australia's leading sports fundraiser, ASF has generated over \$165m in the last 4 years, and has a bold and ambitious goal to raise over \$100M per year by 2021, and double participation in sport by 2025 through government funding, corporate partnerships, philanthropy, events and community fundraising initiatives.

ASF is on a strategic and exciting growth trajectory and needs a Corporate Partnerships Manager with proven success in building key relationships, aligning values and generating win-win partnerships. Reporting to the National Partnerships Director and working closely with the CEO, this exciting opportunity will engage and strategically align new and existing partnerships to increase participation in sport and secure funding to ensure viability and sustainability of sporting clubs across Australia.

Building effective relationships with decision makers and diverse stakeholder groups will be essential to identify and develop prospects, align assets and values, present compelling proposals and negotiate win-win outcomes. You will secure financial support, resources, sponsorship, cause-related marketing opportunities, in-kind support and fundraising income.

Connecting hearts and minds of corporate partners along a partnership journey with Australian Sports Foundation will be instrumental to deliver impact, and secure recurring and multi-year commitments.

You will be an established and motivated fundraiser with true passion for sport, and bring a solid track record of success, initiative, problem-solving ability, and excellent communication and influencing skills.



Gembridge

APPLY NOW if you wish to make a significant impact on sport in Australia. This is a unique opportunity to combine your true passion for sport with fundraising expertise.

Forward your application to
michelle@gembridge.com.au

For a confidential discussion, please contact Michelle Varcoe at Gembridge on 03 8375 9661 or 0438 340 270.