

Corporate Partnerships Manager

- **Work for one of Victoria's favourite charities and help us end cruelty to all animals**
- **Corporate Partnerships leadership position**
- **Join a high performing team and make a positive impact on the lives of animals**
- **Full Time, East Burwood location**

About the RSPCA

RSPCA Victoria is a non-government, community-based, not-for-profit organisation whose vision is 'ending cruelty to all animals'. We are Victoria's best-known and most respected animal welfare organisation which promotes care and protection of animals through awareness campaigns and education programs. Across Victoria we offer community services including the work undertaken by our Inspectorate, veterinary clinics and animal care teams.

We are an equal opportunity employer committed to fostering an environment that is underpinned by our values: respect, consideration, clarity, accountability, expertise and collaboration.

About the role

Working with the Head of Development and the wider fundraising team, the Corporate Partnership Manger has a vital role in building on our current partner portfolio with excellent customer service and strategic planning to raise vital income and in-kind support to care for animals and prevent cruelty to them in our community.

This will include developing, implementing and managing our current and future partnerships to grow the contribution of income from corporates, businesses and workplaces for RSPCA Victoria. This will include:

- **Prospecting and Identification:** Promoting corporate giving by initiating and responding to corporate support;
- **Cultivation and Conversion:** Inspiring supporters to donate to our needs through partnerships;
- **Stewardship and Retention:** Actively managing relationships with corporate supporters and business who donate financially and in-kind

About you

The right candidate has five years fundraising experience with proven success in relationship fundraising and a passion for corporate partnerships. With outstanding communications skills and exceptional time management, you and your team effectively manage partner expectations and provide a superior supporter experience.

Your professional maturity allows you to prospect new corporate support and 'make the ask' to help deliver on our organisations vision to end cruelty to animals. You will lead and contribute to the success of the wider Development team and broader organisation as a member of our Management team.

Your Skills and Experience

While previous experience in leading and developing high performing teams and corporate programs, including demonstrated experience in delivering successful corporate partnership outcomes, is looked upon favourably, you may have had experience in business relationship management and are looking to transfer your skills to the philanthropic environment with one of charity's most loved and highly regarded charities.



How to Apply

This is an incredible opportunity to join a dedicated and passionate team making a difference to animals in need by raising much needed money and support to help us end cruelty. If you believe you can make a difference to the protection and welfare of all animals then please visit the advertisement for this position on our website at <http://www.rspcavic.org> to download the position description (top right-hand corner) and to apply online with your CV and supporting cover letter as soon as possible. If you have any queries regarding this role, please contact John Boyle, Head of Development on (03) 9224 2222.

Click **Apply Online** to submit your application. Applications close Midnight on **1st November 2019**.