

PROFESSIONALISM

CREATIVITY

RESPECT

INTEGRITY

## DIRECTOR OF DEVELOPMENT & RELATIONSHIPS

We are seeking an exceptional candidate to support our work in the drug and alcohol rehabilitation sector. Odyssey House NSW is well positioned to grow our funding base and post COVID-19, we have identified the need for a confident and creative individual to lead our business development. This person will work with our Leadership Team to identify new opportunities to fund our programs, develop our revenue activities and maximise relationships with governments, corporates and donors.

### ABOUT YOU:

This is a role for someone with a depth of experience in the public benevolent sector. You are someone who is familiar and comfortable with leading external relationships across the government, private philanthropy and donor sectors. This role would suit you if you possess a minimum of 5 years' experience in working with Leadership teams and delivering well developed revenue partnerships.

As the successful candidate you will work in a supportive culture amongst a community of professionals committed to reducing drug and alcohol dependence in New South Wales.

### PRIMARY PURPOSE OF POSITION:

Lead a diverse development function, including government relations, branding and marketing, PR, Stakeholder engagement and donor management. The role will focus on the following:

- Developing and diversifying revenue streams and consolidating current funding
- Planning for and capitalizing on new funding sources from the public and private sectors
- Developing the organisation's brand, reputation and funding sources via strategic partnerships, mergers and acquisitions in the not-for-profit sector
- Strategic business and revenue planning in line with the organisation's Vision and quality framework
- Managing donor-giving programs as part of major capital projects
- Growing the private and corporate funding base on an annual basis

This position is part of the Executive Leadership Team (ELT) and will lead a team of professionals.

### ABOUT US:

Odyssey House NSW is a not for profit, multi-site organisation that offers a diverse range of residential and community services for those impacted by the complexities of alcohol and other drug dependency. Currently, the majority of our funding comes from the government sector.

The Odyssey House NSW teams are made up of experienced, skilled and motivated professionals who understand the challenges that may be impacting the life and health of individuals, their families, friends and the wider community due to alcohol and other drug dependency.

If you are interested in this role, meet the above criteria and believe you are a great fit for our organisation, apply as per below.

*Only shortlisted applicants will be contacted. With respect, this position is not open to agency support.*

### To apply:

- Include an updated copy of your Resume
- Address the Essential Criteria briefly in a Cover Letter to Julie Babineau, CEO (HR146)
- Email your application to [mikaela.sremchevich@odysseyhouse.com.au](mailto:mikaela.sremchevich@odysseyhouse.com.au)

Odyssey House NSW  
[www.odysseyhouse.com.au](http://www.odysseyhouse.com.au)



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