

Head of Corporate Partnerships & Fundraising

- **National Youth Mental Health Foundation**
- **Lead change, growth and innovation**
- **Newly created opportunity**
- **Melbourne CBD location**



More than 75 per cent of mental health issues develop before a person turns 25. headspace began in 2006 to address unique barriers that young people face in accessing mental health support and to bridge a critical gap in the sector by providing tailored and holistic mental health support to 12 – 25 year olds. With a focus on early intervention, headspace works with young people to provide support at a crucial time in their lives – to help get them back on track and strengthen their ability to manage their mental health in the future.

With over 3 million occasions of service provided, headspace has helped thousands of young people get vital support through their headspace centres (124 locations nationally) and online and phone counselling services.

This newly created position will lead, shape and implement a multi-channel strategy to secure support and drive impact from Corporate Partners, Major Donors, Individual Giving and Community Campaigns. Reporting to the Executive Director Strategic Communications and Marketing and leading a small team, the Head of Corporate Partnerships & Fundraising will build a diverse portfolio of strategically aligned, mutually beneficial relationships and revenue from the public, philanthropic and corporate sectors. You will lead targeted growth and operations, monitor progress and continuously improve all aspects of engagement and fundraising campaigns such as the Push Up Challenge that recently raised over \$5M for headspace, and the stewardship and journeys of donors, partners and supporters.

Strategic development of new business models and effective management of relationships, diverse stakeholder groups, change agendas and budgets will be important, as well as exploring, connecting and securing opportunities, enhancing internal capability, streamlining operations and providing rigour to decision making.

Proven success in building commercial partnerships and fundraising portfolios that are sustainable, innovative and impactful is required, along with strong commercial acumen, a growth mindset, initiative and sound judgement. Commitment to continuous improvement and headspaces' values of inclusion, collaboration, agility and excellence is essential. Relevant tertiary qualifications in Business, Marketing, Commerce, Fundraising or Social Impact is desirable.



Gembridge

APPLY NOW if you are an entrepreneurial leader with proven experience and expertise to drive headspace's Corporate Partnerships and Fundraising growth trajectory to achieve new milestones and significant impact.

Forward your application to apply@gembridge.com.au

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