

Looking for an exciting new challenge in your fundraising career?

Want to be part of one of the biggest and most innovative global fundraising events with a growing worldwide presence?

Proactive self-starter, always ready to grasp the initiative?

Keen to be part of this outstanding organisation and to make a difference in people's lives?

This is an exciting opportunity to join a passionate and mission driven organisation. Steptember is Cerebral Palsy Alliance's key fundraising event. A health and wellness challenge embraced by hundreds of organisations each year. Steptember is a great vehicle for companies to look after their staff's health and wellbeing, connect staff members together in a fun competition and raise money for a great cause.

At Cerebral Palsy Alliance, people are at the heart of what we do. Working for us, you'll find professional, like-minded, supportive people who share our commitment to our clients. We provide exceptional services for people living with a broad range of disabilities, to live their best life.

About the role

Reporting to the Senior Manager Corporate Engagement, the Business Development Manager is responsible for;

- Growing and nurturing a portfolio of existing corporate partnerships through excellent relationship management
- Developing and securing new partnerships to participate and partner in Steptember and other events
- Budget, pipeline and data management

This integral role requires a results-driven professional with proven sales and/or fundraising experience, exceptional written and exceptional interpersonal communication skills, and the ability to work well under pressure.

Our successful candidate will have:

- A proven track record in business development and/or corporate fundraising experience.
- A proven track record in identifying prospective corporate partners together with the ability to present proposals, negotiate successful outcomes that generate income and then nurture ongoing relationships
- High level verbal communication skills with well-developed influencing and negotiation skills
- Experience with customer relations management databases and systems
- Pipeline and budget management experience with proven results in meeting and exceeding revenue targets
- Ability to be self-motivated, responsive and flexible in an environment with time pressures and multiple priorities
- High level written and verbal communication skills with well-developed influencing and negotiation skills
- Experience with sales, donor and/or customer relations management databases and systems
- Ability to be self-motivated, responsive and flexible in an environment with time pressures and multiple priorities
- Team player with a "can do" attitude

What we can offer you

When we say 'people are at the heart of what we do', this includes our team. We value and appreciate our workforce and recognise that no two people are the same. We are passionate about diversity and promote an inclusive work environment that values each other's differences.

Our employee benefits include:

- We understand you have a busy life, so have leave options that will enable you to maintain a good work-life balance;
- We can negotiate and offer flexible working arrangement for this role

- Highly competitive remuneration package that offers tax free benefits that will increase your take home pay;
- Comprehensive management training, delivering world-class structured learning to set you up for success and offer you outstanding career growth opportunities;
- Health and wellbeing benefits such as discounted gym memberships, an annual wellbeing allowance and free flu vaccinations to name a few.
- A place where you are valued, supported and appreciated.

So if you would like to work for a Not-for-profit organisation that will offer you exceptional training, where you are appreciated, supported, and where you can take pride in the fact that you are making a difference each and every day, then what are you waiting for??? Apply TODAY!!!

Please click “Apply Now” or call Jelena Bogunovic on 02 9975 8443 for more information.

Cerebral Palsy Alliance is an Equal Opportunity Employer. We strongly encourage applications from those who identify as having a disability, identify as being Aboriginal or Torres Strait Islander, are culturally and linguistically diverse (CALD) or sexuality and gender diverse (LGBTIQA+)