

Partnerships Manager

- Develop and contribute to an impressive corporate partnership portfolio in Australia!
- 12-month contract, maternity leave cover, based in Brisbane
- Make a tangible difference to the lives of children with cancer and their families

About Redkite:

When a child is diagnosed with cancer, it affects the whole family. In the daunting and unpredictable experience that follows diagnosis, a child needs as much stability and support from their family as possible. Redkite is a lifeline for families, providing real emotional, financial and practical support. Because holding it together when your child's life is in question can feel impossible.

The role:

This is an exciting opportunity to join a passionate and results driven organisation. Redkite has an impressive portfolio of corporate partners with many exciting opportunities to develop new relationships. Partners become part of the Redkite family and are managed with a professional, strategic and personal approach.

Reporting to the Head of Corporate Partnerships Manager, the Partnerships Manager is responsible for:

- Growing and nurturing existing corporate partnerships through excellent relationship management.
- Developing and securing new partnerships.
- Supporting the development and execution of Redkite's signature fundraising campaigns and/or events.
- Managing key internal and external relationships, including Redkite's Queensland Regional Council.
- Budget, pipeline and data/CRM management

About you:

The position is ideal for someone who has had some experience in fundraising, business or marketing. The successful candidate must be able to demonstrate the following skills & experience:

- Tertiary qualifications or experience in fundraising, business, or marketing
- Proven account and strategic relationship management experience and success in driving new revenue
- Demonstrated success in supporting fundraising events in areas such as sponsorship and campaign management.

- Pipeline and budget management experience with proven results in meeting and exceeding revenue targets
- Excellent verbal and written communication skills with the ability to create and deliver mutually beneficial partnership proposals and/or grant applications,

To Apply:

So, if you are ready to hit the ground running then don't delay and **apply now as applications will be reviewed on an immediate basis!**

Please send a cover letter addressing the above key criteria as well as a CV to careers@redkite.org.au.

Applications close 17th March 2021

Redkite is committed to child safety. We follow clear and transparent recruitment practices which include; references, interviews, psychometric testing and Working with Children & National Police Checks relevant to the state in which staff will be employed. At every stage of the recruitment process we undertake thorough screening to ensure that anyone that joins the team aligns with our values and our commitment to child safety.

Please note that only short-listed candidates will be contacted.