

## Relationship Manager- Corporate Partnerships

- Working with us means creating meaningful change in the world
- Permanent full time opportunity
- Immediate Start

### The position

As Relationship Manager for Partnerships, Projects and Workplace Giving at World Vision, you will work with your manager and colleagues to build a team culture that is collaborative and achieves impact at scale for the world's most vulnerable children together. Working alongside your colleagues in Corporate Partnerships, Philanthropy, Trust and Foundations and Middle Donors you take a collaborative and open-minded approach to relationship management, enabling us to support our mission of empowering Australians to create meaningful change for the world's most vulnerable children and communities.

Reporting to the Corporate Partnerships Manager, the primary purpose of the role is to work cohesively as a member of the Corporate Partnerships team and Private Funding Group. As a Relationship Manager you will consistently implement best practice corporate partnership relationship fundraising to grow revenue in line with organisational strategy and priorities.

You will:

- Manage Workplace Giving platforms and partners with a service model for stewardship and optimisation of funding
- Be hands on in managing Corporate and SME portfolio with a donor centred, authentic and effective approach to sustainable growth
- Work on Lead management and screening
- Offer Operational support for large corporate partnerships
- Manage special projects e.g. Staff engagement offering development

### Who we're looking for

As the successful applicant, you will have a breadth of capabilities, including the ability to inspire donors and identify, initiate and sustain new relationships.

In addition, you will:

- Have a proven track record of achieving and exceeding revenue targets
- Previous experience in corporate partnership fundraising, with demonstrated success in workplace giving and small to medium enterprise engagement
- Experience in developing and implementing new project initiatives and evaluating outcomes
- Proficiency with donor/customer databases for donor engagement, analysis, and reporting
- Demonstrate planning, monitoring, and reporting skills
- Able to use initiative, work autonomously and also work collaboratively as a team player within a cross-functional structure

- Excellent written and verbal communication, interpersonal, influencing, stewardship, and negotiation skills.
- Proven ability to maximise ROI through opportunity scoping and risk assessments

### **Working for World Vision means you are making the world better**

It's not every day that a job comes along that lets you change the world. Working for World Vision means looking forward to turning up at work because you know you're about to do something meaningful. It means working with 35,000 staff and 3.3 million supporters in 100 countries who will stop at nothing to help children live better lives. Join a team that is bold and courageous, and where job satisfaction goes beyond financial reward.

### **The selection process**

For your information, the interviews will start immediately, and the role may be filled before the closing date.

We offer great benefits such as salary packaging, flexible working arrangements, free on-site parking and an onsite café for our employees.

For more information on World Vision and the work we do, please visit our website:

<https://www.worldvision.com.au/about-us>

### **Who we are**

World Vision is a Christian organisation that empowers everyday Australians to create meaningful change for children through relief, development and advocacy work. We embrace diversity, employing people from a variety of cultural and religious backgrounds. We take our Safeguarding responsibilities seriously and we are committed to providing an environment that is safe for children. Our stringent recruitment procedures make sure the safest and most suitable people work with the children in our programs. All successful candidates will undergo a criminal record and Working with Children check prior to employment. We provide our staff and volunteers with ongoing supervision, support and training in their work with vulnerable children and their families.