

Development Director

Country Arts SA

Location: 5015 - PORT ADELAIDE

Job status: Long Term Contract

This is an exciting opportunity to take a pivotal role in South Australia's leading regional arts organisation.

We are seeking a driven, enthusiastic and self-motivated individual with practical experience and great relationship building attributes. Your skills in managing projects, providing timely strategic advice and ability to build strong partnerships will ensure your success in this fast-paced and rewarding role.

What do we offer?

- Iconic Arts experiences
- Fun vibrant team environment
- Opportunity for growth
- Based in historic Port Adelaide

About the Role

As a member of the Leadership Team, you will be responsible for strengthening and shaping a sustainable future for Country Arts SA by working with a variety of stakeholders from local businesses through to major corporate sponsors. You will also lead the strategic direction of the Country Arts Foundation.

Your duties include:

- Develop and implement strategies to build philanthropy and sponsorship
- Set and achieve philanthropy and sponsorship targets, including income, retention and acquisition of donors and other measures
- Design and implement strategies to grow the Country Arts Foundation
- Manage Country Arts Foundation Director meetings and events
- Manage Board and committee meetings, agendas and minutes and follow up on matters determined by the Board
- Deliver quality documentation to promote the impact of the organisation's work and contribute to Country Arts SA's brand
- Contribute to achieving the Reconciliation Action Plan.

About You

You are an accomplished leader with the ability to inspire others around you. You will have extensive knowledge and practical experience in business development, expanding and managing fundraising and initiating and maintaining relationships with a wide variety of stakeholders, including corporate partners, community and business leaders.

You will have proven team building and management skills; outstanding strategic planning, project management and substantive negotiation skills.

We are looking for someone who has:

- Proven ability to meet ambitious fundraising and sponsorship targets and build strong networks of donors, sponsors and key stakeholders
- Detailed knowledge of the legislation, compliance and governance pertaining to the not-for-profit sector and demonstrated financial acumen including significant experience in costing business cases, developing project budgets, and managing financial reporting
- Proven ability to align negotiations and renewals with business and target market needs
- A strong process and data driven approach to philanthropy and stakeholder management and understanding of best practice stewardship strategies
- Strong project management skills with demonstrated experience in driving and executing concurrent projects with competing deadlines in a complex environment
- Proven ability in managing the leveraging process and delivering on stakeholder needs in balance with the culture of the organisation
- Demonstrated ability to communicate clearly and effectively both verbally and in writing, with people at all levels including a proven ability to consult, collaborate, and negotiate with tact and diplomacy
- Proven ability to successfully build overall organisational capacity through the delivery of strategies and tactics on time and within budget
- Experience with strategic planning and critical thinking to achieve positive, brand-aligned results
- A demonstrated commitment to continuous business improvement and personal development

Special conditions:

- Frequent out of hours work and occasional intrastate/interstate travel will be required
- This role requires a National Police Check clearance and a current Australian driver's licence
- Participation in Country Arts SA Staff Development Review Process is required

Enquiries to:

Anthony Peluso, Chief Executive on 0401 125 993 or

anthony.peluso@countryarts.org.au

Application Instructions:

Visit www.countryarts.org.au/about-country-arts-sa/workwithus/ to view the role description and details of how to apply.

Applications should specifically address the key selection criteria within the role description including a covering letter and CV addressed to Head of People and submitted via people@countryarts.org.au by **10:00am, Friday 30 September 2022**.

*Applicants are required to complete and attach the **Pre-Employment Declaration form** with their application **to be considered for this role**.*

Flexibility Statement

The South Australian public sector promotes flexible ways of working. Applicants are encouraged to discuss the flexible working arrangements for this role.

Inclusion Statement

Country Arts SA actively support diversity in our workplaces. We celebrate the depth, strength and value that diversity brings. We welcome applications from all people.

Applications close: 05/09/2022 10:00 AM

Attachments:

- [Pre-Employment Declaration.pdf](#)

Flexibility Statement

The South Australian public sector promotes diversity and flexible ways of working including part-time. Applicants are encouraged to discuss the flexible working arrangements for this role.