

- An **Exciting opportunity** for a **Corporate Partnerships Manager** in our Strategy, Marketing and Fundraising team
- Identifying and stewarding relationships with key corporate partner organisations by delivering financial, sponsorship and in-kind value support
- Encouraged and supported ongoing professional development and diverse career opportunities

Who is Endeavour Foundation?

Endeavour Foundation is one of Australia's largest employers of people living with disability, so being inclusive and diverse is not just an aspiration, it is who we are! Fostering a diverse and inclusive culture is at the heart of everything we do and getting it right goes hand in hand with living our organisational values and our purpose of making possibilities a reality

We are people working together, making possibilities a reality for people with a disability, and for people seeking employment, education and training opportunities. We call ourselves **Team Possible!**

Endeavour Foundation supports people with disability to live, learn, work and flourish according to their own interests and priorities. Our 5,000 strong team operates over 300 sites in the heart of local communities across Queensland, New South Wales and Victoria where we offer choice, opportunities and personalised support in the key areas of home, work, learning and community participation

Why should you join Endeavour Foundation?

- Salary Packaging Benefits, package up to \$15,900 of your annual salary tax free. Less tax = more take home pay for you!
- In addition to your tax-free benefit, you can also use up to \$2,650 of your pre-tax income to pay for entertainment expenses (meals, holiday accommodation etc.)
- An Employee Assistance Program - a free and confidential counselling service available to all staff and their family members
- Discounts on Corporate Private Health Insurance Plans, whitegoods and appliances
- Paid Parental Leave and Salary Continuance
- Free flu vaccinations
- Onsite cafe, onsite parking (where available) and close to public transport

A little bit about the role:

As Endeavour Foundation continues to grow and support the community and workplace as a leading disability service provider, we have an exciting opportunity for a **Corporate Partnerships Manager**

- Building and maintaining a strong pipeline of pipeline of corporate partner prospects utilising research and business insights into targeted sectors and prospects.
- Monitoring and assessing the external corporate partnerships market to ensure Endeavour Foundation's offering remains relevant and competitive.
- Identifying new opportunities to enhance and grow the value of relationships with existing corporate partners
- Collaborating with key stakeholders, leading the development of cultivation and stewardship plans for all corporate partnerships, ensuring engagement and support from across the organisation

What will you bring:

- Minimum of 4 years business development or corporate partnerships experience
- Tertiary qualification in Marketing, Communications, Business or a related discipline
- Previous experience in corporate partnerships, or similar, with tracking of key activities such as call management, engagement activities and opportunity management
- Proven experience identifying, cultivating and soliciting key corporate partnerships
- Demonstrated experience acquiring new corporate partners to increase income
- Experience in sponsorship / corporate partnership strategy development.
- Member of, or willingness to become a member of the Fundraising Institute of Australia (FIA)
- CFRE accreditation or willingness to attain CFRE accreditation

How you can apply

Please note, before commencing with Endeavour Foundation and should you be successful, you will be required to undertake a **"Fit2Work" National Criminal History Check.**

If this is the opportunity for you, click 'Apply' below; we look forward to hearing from you!

"We are a 2022 Circle Back Initiative Employer, and we commit to respond to every applicant"