

PARTNERSHIPS MANAGER

- *Build successful & sustainable corporate partnerships*
- *Flexible, collaborative & supportive team environment*
- *Melbourne location (Box Hill), Hybrid, Part Time – 0.8 FTE*



Eastern Health is one of Melbourne's largest public health services. They provide a range of emergency, surgical, medical and general healthcare services, including maternity, palliative care, mental health, drug and alcohol, residential care, community health and state-wide specialist services to people and communities that are diverse in culture, age, socio-economic status, population and healthcare needs. Their vision is clear – GREAT CARE, EVERYWHERE, EVERY TIME.

The Eastern Health Foundation's goal is to give their supporters opportunities to be part of a community that is committed to providing patients and their families with the best possible care and outcomes. Some supporters are grateful patients and their families, while others are companies, schools, community groups, trusts and foundations. The Eastern Health Foundation recently received a high commendation in the Fundraising Institute Australia Awards 'Team of the Year' category. This is a great time to join this thriving, high performing, collaborative and growing team!

Reporting to the Head of Philanthropy, the newly-created Partnerships Manager role will focus on growing the corporate partnerships portfolio which includes existing and new businesses as well as being across all account management activities. This key role will be the driving force in implementing strategy, growth and retention of the corporate partnerships and ensuring they are multi-layered and sustainable.

The Partnerships Manager will focus on relationship building and management, the delivery of contractual obligations to fulfil agreements, drive ongoing partner satisfaction, engagement and retention to ensure that they are able to benefit from their relationship with Eastern Health. In addition, you will also develop, track, and manage annual and multi-year partnership and campaign budgets, financial performance, associated planning and forecasting as well as timely and accurate reporting. You will proactively seek opportunities within Eastern Health programs and events for possible partner engagement, and are excited by a greenfield opportunity and growth potential.

About YOU

- Exceptional communication skills, both written and verbal, with the ability to create complex pitches and present at an Executive level,
- Confidence in providing an outstanding experience to our partners, ensuring ongoing & meaningful relationships with the ability to recognise opportunities or problems when dealing with clients,
- Experience in managing strategies and executing plans across both new business and retention activities,
- Have a track record of success in securing revenue from high-level, mutually beneficial partnerships within the corporate sector,
- Work with partners to enable communication and campaigns which support mission delivery, joint partnership opportunities, increased partner accessibility, awareness and presence,
- A background in corporate partnership development and relationship account management from within the not-for-profit space or a commercial setting,
- Financially literate, experienced in forecasting, budgeting and reporting,
- Have a current driver's license,
- FIA membership and CFRE (Certified Fundraising Executive) or fundraising qualifications and experience in healthcare philanthropy will be highly regarded.

Eastern Health offers a variety of fantastic employee benefits, including diverse and engaging career opportunities, a friendly and supportive team, flexible working hours, professional development opportunities, and salary packaging options.

APPLY NOW if you have proven experience in driving and growing win-win corporate partnerships, plus commitment to the mission of Eastern Health.

Gembridge is partnering with Eastern Health Foundation. For a confidential discussion, please contact Jenni D'Orval or Dawn Patrick on 03 8375 9661 or apply@gembridge.com.au

