

Position Title External: Relationship Manager, Corporate Partnerships
Reports to: Head of Philanthropy and Partnerships
Position Type: Contract or Permanent. Full Time (35 hours) or option for PT
Location: MELBOURNE OR SYDNEY; consideration of other capital cities

You will be a part of a growth area of the JDRF business and with the right mindset and execution – you will have the ability to chart a career path.

WHY WORK FOR US

- Work-life balance with hybrid and flexible work structure (2 days in office) including company equipment to facilitate transition between office and home
- Salary sacrifice options and benefits to increase take home pay
- Convenient St Leonard's location, close to public transport and shops
- Team building with twice annual TEAM meetings in Sydney
- Employee Assistance Program + 1 wellness day per year + family leave
- Learning and Development to have the skills you need for your role - Senior Leadership has 90 years of combined experience
- Working for the Telstra Best of Business NSW 2023 award winner in Championing Health

ABOUT THE ROLE

- Revenue delivery of \$500,000 in FY24. Aim to grow to \$1M by FY25.
- Deliver an exceptional stakeholder experience including;
 - Working with the 4 key decision and budget areas: HR, Philanthropy, CSR and Marketing
 - Develop account plans with approach, milestones, and measurable outcomes
 - Organise internal and external WIP meetings, collect and circulate actions for partnership delivery
 - Manage development, production and distribution of Thank you deliverables to all corporate partners
 - Enrichment of Corporate Partners data through meticulous tracking of relationships and activity in Salesforce

THE IDEAL CANDIDATE

- Experience in corporate fundraising, new business development or sales with a proven track record of revenue generation and net revenue delivery
- Previous roles would have involved cultivating strong relationships to manage stakeholder involvement across multiple levels of an organization
- A team-orientation and strong work ethic, essential for this demanding environment that continually strives for excellence
- Accountable, responsible, and driven individual with sound judgement and problem-solving capabilities who can work autonomously and as a member of a wider team.
- Flexible, adaptable, and agile with the ability to work in a fast-paced environment.
- An incredible passion for our mission that invigorates and excites everyone with whom you share it with
- Experience and proficiency using a CRM system, preferably Salesforce NPSP

WHY JDRF

JDRF has transformed the understanding of Type 1 Diabetes and been a part of every breakthrough in T1D care in the last 50 years. Every single dollar raised is committed to taking a cure from hope to reality – while making the lives of people with T1D easier, safer, and healthier until that happens. JDRF is a national not for profit organisation with offices in five states as well as being part of a Global affiliation across six countries. Learn more [HERE – Living with T1D: A film by JDRF](#).

If you are passionate about what you do and making a difference, then we want to hear from you. To apply, please forward your resume to Kari Musick on kmusick@jdrf.org.au