

Corporate Partnerships Manager



Foodbank Queensland is seeking a Corporate Partnerships Manager to implement our program strategy, engage partners, and identify new supporters.

- Work for one of Australia's most trusted charities
- Attractive remuneration with salary packaging benefits
- Full-time role with flexibility and work from home days available

About Foodbank

At Foodbank, we believe everyone should have access to food. There are Australians going without every day and we are working hard to change that. Foodbank Queensland provides millions of kilograms of food and groceries to more than 300 frontline charities and 300 school breakfast programs each year. Together, we give food and hope to more than 150,000 Queenslanders in need each week.

Foodbank Queensland's Community Impact:

- Every hour, Foodbank Queensland provides 3,000 meals.
- Each week, Foodbank Queensland supports 150,000 people in need.
- Each year, Foodbank Queensland rescues 14 million kilograms of food and provides 26 million meals to people in need.

Your Role

Reporting to the Chief Marketing Officer, our Corporate Partnerships Manager will work as part of a small team, focused on securing new corporate partners and supporters in line with our Strategic Plan. The successful candidate will be highly motivated and excited by the opportunity to grow our Partnerships program, representing Foodbank to the broader business community. You will be experienced in business development, sales or sponsorship, and be familiar with creating partnerships that deliver bespoke and unique outcomes for clients and supporters.

Key Responsibilities

- Research and proactively identify corporate partnership opportunities that align with the strategic goals of Foodbank.
- Develop Foodbank Corporate Proposal templates with a range of bespoke and fixed benefits to meet prospective partners needs.
- Take a donor-centric fundraising approach to your work, allowing interested supporters to become actively involved with the Foodbank and connected to cause.
- Develop engagement programs for prospective and current partners; including but not limited to personal visits, phone calls, group events and unique hosting opportunities, and communications, with the goal of developing and maintaining these relationships.

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- Nurture and develop relationships with existing Corporate Partners into new areas of support including workplace giving, in-kind support and fundraising event participation.

Key Requirements

The Corporate Partnerships Manager will need to possess the following skills and experience:

- Minimum 3 years demonstrated experience working in relationship cultivation and management, ideally in a Partnerships role, acquiring new supporters to fund initiatives.
- Excellent interpersonal skills, including demonstrated ability to develop positive relationships with a range of supporter types.
- Public speaking confidence, ability to engage supporters both over the phone and face to face.
- Excellent time management skills, and an ability to show initiative.
- Experience with Salesforce CRM highly desirable.
- High level written communication skills.
- Ability to work productively and proactively in both a team and solitary environment, including work from home hours.
- High levels of discretion and the ability to keep information confidential.

Additional Benefits

- Enjoy NFP salary packaging benefits!
- Be a part of a purpose driven organisation where the work you do really does have an impact on the lives of many families living in Queensland.
- Be a part of a team environment that is centred around supporting one another, respect, collaboration and growth.
- Foodbank is a flexible, fun and inclusive workplace with a Food Distribution Centre located in Morningside Brisbane. The Fundraising and Marketing team is a highly collaborative team who work flexibly, both on-site and from home-offices.

How to Apply

Please submit your Resume and a Cover Letter outlining your experience against role responsibility areas to Kim Reid, Chief Marketing Officer, kim@foodbankqld.org.au. Applications will be treated in the strictest confidence.

Applications will be reviewed throughout the application process so do not delay!