



# partnerships manager

- Promote Labor values of equity, fairness, and social justice
- Secure, steward, and strengthen long-term partnerships
- Canberra or Sydney based | Hybrid working options

## The Organisation

The Federal Labor Business Forum (FLBF) is a pivotal arm of the Australian Labor Party (ALP) and serves as a platform for dialogue and collaboration between the Australian Labor Party and the business community, aiming to address economic policies, industry challenges, and promote mutually beneficial partnerships.

Labor believes in the values of equality, fairness, and social justice. Labor has fought for more than a hundred years to ensure everyone can get a job, and that essential health and education services are accessible. Working with the FLBF means you will significantly contribute to a movement dedicated to keeping Australia fair.

## Benefits and Culture

- Established portfolio including large and mid-tier companies, industry bodies, and major donors
- Competitive salary with six weeks of paid leave
- Regular travel across Australia
- Work from home arrangements
- Passionate, professional, and highly dedicated team

## The Role

As the partnerships manager, you will collaborate closely with the FLBF Director to identify and implement innovative engagement strategies and fundraising opportunities. Your role will involve coordinating communications, managing financial records, and collaborating with internal teams to organise events for members, partners and stakeholders.

Your responsibilities will also include serving as a primary contact for inquiries, overseeing seamless onboarding and renewal processes, and providing ongoing support to valued members and partners. Additionally, you will represent FLBF at various events and networking opportunities to promote membership and enhance visibility.

## Skills Required

You have developed your career in corporate partnerships, fundraising, sponsorship, memberships, or development, and you have strong presentation skills, including high-level written and verbal communication. You may have a background from a movement-building campaigning organisation within politics, human rights, social justice, the arts, education, or a similar values-driven organisation.

Additionally, you:

- Are capable of contributing towards a revenue budget
- Have experience writing and presenting proposals and value propositions
- Feel confident with your ability to make supporters feel valued and nurtured
- Are looking for a role that requires considerable time client-facing
- Possess high-level organisational, administrative, and IT skills

**If you are committed to building strategic partnerships and creating a positive impact, we invite you to apply for this compelling opportunity. Please [click apply](#), submitting your resume and a cover letter addressing the skills required section above to [cv@ngorecruitment.com](mailto:cv@ngorecruitment.com). Alternatively, please call Kelly Gentle on 02 8243 0570 with any specific questions.**

