

PARTNERSHIPS DEVELOPMENT MANAGER

- *Newly created role with a recognised leader in wildlife rescue*
- *Build successful and sustainable corporate partnerships*
- *Full time 12-month contract with potential to extend*



Wildlife Victoria has provided the community with a Wildlife Emergency Response service since 1989. Their mission is to help and protect wildlife through their rescue, education, and advocacy activities. Every year thousands of native animals in Victoria become sick, injured or orphaned, often as a direct result of human activity. If left unassisted, these animals may suffer and die in pain or of starvation. The Wildlife Emergency Response Service receives notifications from members of the public via emergency phone and online reporting system, receiving over 130,000 requests for help annually, and helping over 80,000 animals.

Reporting to the Head of External Relations, the **Partnerships Development Manager**, a newly created position, is a wonderful opportunity to shape, develop and grow an exciting corporate partnership portfolio.

Areas of focus include:

- Build and deliver a strong partnership portfolio plan for Wildlife Victoria
- Researching, identifying and cultivating new, innovative partnership opportunities and building a strong pipeline of future prospects to secure financial and in-kind support
- Preparing and presenting campaigns, proposals and partnership offerings
- Working with the External Relations team to organise events and engagement for corporate partners, workplace givers and prospects. This includes creating appropriate partnership facing print and digital marketing communications, including appeals, campaigns and acknowledgements
- Developing and implementing financial forecasts, budgets and deliverables.

About YOU

- An interest in wildlife and animal welfare issues
- Relevant experience in a partnerships or relationship account management role
- Demonstrated ability to build and deliver a strong partnership portfolio to mutual benefit
- Excellent communication and interpersonal skills, including the ability to write and present compelling presentations and proposals and liaise across various levels of internal and external stakeholders
- Demonstrated financial management and planning skills
- Commitment to continuous improvement and best practice systems
- Strong aptitude in database use and experienced user of Salesforce CRM (desirable)
- Desirable: Tertiary qualifications in business, marketing, or other relevant area

Wildlife Victoria's staff are well supported, highly engaged, professional, and diverse. The culture is friendly, supportive, and collaborative, and there are ongoing opportunities to learn about wildlife, become a volunteer and develop your career.

APPLY NOW if you are a motivated and passionate Partnerships Manager with a genuine interest in wildlife, and alignment to Wildlife Victoria's values.

Gembridge is proud to partner with Wildlife Victoria.

For a confidential discussion, please contact **Dawn Patrick** or **Tessa O'Neill** on 03 8375 9661 or email apply@gembridge.com.au



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