



## Business Development Specialist

- Join Australia's most reputable and trusted charity
- Develop long-term commercial & corporate sustainable income strategies
- Permanent, 0.6FTE, Richmond location with flexible working options

### The organisation

When people talk about the Flying Doctor, thoughts generally turn to red-bellied planes undertaking rescue missions in the Outback. However, the current Victorian story is one that reflects today's challenges for people living in remote and rural communities across the state. While we do still transport people by air and by road, this work is complemented by a range of primary health services that address the most common issues people living in country Victoria face when accessing health care.

### Our services:

- Help overcome the burden of distance
- Enable people to receive care in their own community
- Help people take control of their own health
- Help overcome isolation.

### The business unit

RFDS Victoria's Marketing and Fundraising team is responsible for communicating the RFDS Victoria story to a range of audiences and for funding the ambition of the organisation, enabling us to deliver services to patient and clients. We work to ensure we maintain the financial sustainability and brand integration of the organisation.

This includes everything from Fundraising and Philanthropy through to Corporate Partnerships and Communication, Marketing, Events, Education and PR.

### The position

The position of Business Development Specialist aims to establish and nurture new relationships within the commercial and corporate sectors, transforming these connections

into revenue and capacity-building opportunities for RFDS VIC. The goal is to develop a long-term sustainable income stream.

Key responsibilities include:

- **Identify Opportunities:**

Pinpoint key opportunities within the corporate sector that align with RFDS VIC's values and objectives.

- **Business Partnerships:**

Prospect and research potential business partners, conduct due diligence, and cultivate and solicit corporate organisations.

- **Integration of Sponsors:**

Explore opportunities to incorporate corporate sponsors into the organisation through revenue and capacity-building initiatives, including shared value projects, and in-kind gifts

- **Financial Targets:**

Meet or exceed financial targets established for the role.

- **Budget and Pipeline Management:**

Manage and track relevant budgets and prospect pipelines to ensure targets are met.

- **Relationship Management:**

Build, maintain, and manage key external relationships.

Qualifications and experience required:

- **Education:**

A tertiary qualification in Marketing, Business, Fundraising, or a related field.

- **Experience:**

Proven experience in a similar role within a not-for-profit or corporate setting, with a demonstrated ability to successfully coordinate partnership relationships.

- **Skills:**

Strong planning, research, stakeholder management, and organisational skills with exceptional attention to detail.

- **Project Management:**

A track record of managing multiple projects, shifting priorities, and adapting to changing expectations under tight deadlines.

Why join the Royal Flying Doctor Service:

- Work for Australia's most reputable charity (11 out of 12 years) and most trusted charity (last 3 years)
- Work for your community helping overcome the burden of distance, enabling care in the community, helping people take control of their own health and overcoming isolation
- Access to salary packaging for all employees
- Supported opportunities to work at different locations across the state.
- Great parental leave benefits

**Mandatory requirements:**

In line with RFDS Victoria's mandatory policies, all employees are required to undergo a National Police Clearance, hold a Working with Children Check and have 3 \* Covid vaccinations and annual influenza vaccination. A full Victorian Drivers Licence is essential.

This position is offered on a permanent 0.6FTE basis, located in Richmond with flexible working options. The role would suit a dynamic individual who can effectively balance strategic planning and relationship management to drive revenue and capacity building for our organisation.

Applications close at 12pm on Monday 8 July 2024. RFDS Victoria hold the right to appoint prior to closing date.

To apply, please forward a copy of your resume and cover letter to [careers@rfdsvic.com.au](mailto:careers@rfdsvic.com.au)

The Royal Flying Doctor Service, Victoria, is committed to creating a diverse environment and is proud to be an equal opportunity employer. We encourage applications from individuals of underrepresented backgrounds to apply, including but not limited to, those from Aboriginal and Torres Strait Islander, culturally and linguistically diverse and LGBTQI communities. Please note all applicants require the right to work in Australia.