

<b>Position</b>	Strategic Partnership Manager
<b>Employment Type:</b>	Part-time 3 days per week
<b>Contract Duration:</b>	12 month fixed-term contract
<b>Location:</b>	Work From Home / Remote
<b>Reports to:</b>	Executive Officer

***About Motherless Daughters Australia:***

Motherless Daughters Australia (MDA) is the leading and only not-for-profit organisation dedicated to connecting and supporting women, girls, and children whose mums have died.

Our aim is to connect and support women, girls, and families experiencing the distress and lifelong impact caused by mother loss. We believe that with support, guidance, and resources, motherless daughters feel less alone and more supported in their life journey.

Research indicates that the long-term impact of mother loss is profound, and has a significant impact on the quality of life of daughters. Those who lose their mother prematurely can experience anxiety and depression, loss of identity, suicidal ideation, engage in maladaptive coping mechanisms and a reluctance and fear of developing close relationships with significant others. Therefore, it is critical that MDA provides adequate support to its community, works to shine a light on this life altering loss, advocates for, and addresses the entire impact of mother loss within the broader context.

Co-Founders, Danielle Snelling and Eloise Baker, are two young women who lost their mothers early in life but were unable to find any Australian resources or support for the unique grief and isolation they experienced. They connected through social media and discovered many other women in a similar situation. The pair founded MDA in 2013.

***About the Roll:***

As a growing organisation, Motherless Daughters Australia has big plans to expand our support and to reach even more women and girls across Australia, and to help with this, we're on the lookout for a Strategic Partnerships Manager who can assist in making this happen! As a charity, funding is a key priority and we are at the stage where we need someone solely dedicated to, and focused on, identifying and securing new partners for us to work with, while contributing to the overall sustainability of the organisation. In this role, you will be the driving force behind identifying and securing new corporate partners, ensuring that MDA continues to thrive and make a meaningful impact.

You will work closely with the Executive Manager, supporting the development and execution of strategies that diversify our income streams and enhance our national presence. Your insights, network, and proactive approach will help shape the future of MDA, making it possible for us to reach new heights and support our community in even more significant ways.

## **Key Responsibilities:**

### ***Strategic Development***

- Assist in the evaluation of MDA's current programs and initiatives, providing fresh insights and identifying new opportunities for growth and funding.
- Develop and execute fundraising strategic plans to grow MDA's national profile and impact.
- Provide recommendations for new initiatives and funding opportunities to the Executive Officer.

### ***Organisational Growth and Sustainability***

- Work closely with the Executive Officer to shape the strategic trajectory of MDA.
- Report regularly on project status, partnership development and revenue generation activities.

### ***Corporate Partnerships***

- Identify new corporate partnerships to diversify MDA's funding sources.
- Support relationship development with partners, ensuring mutual benefit and long-term collaboration.
- Support the development and implementation of MDA's corporate partnerships strategy aligned with the organisation's mission and goals.

### ***Revenue Diversification***

- Scope and develop plans and submissions for diverse revenue streams, including grants, sponsorships, and donations.

### ***Advocacy and Government Engagement***

- While the primary focus is on corporate partnerships, scope and support EO in developing and maintaining key governmental relationships to support MDA's advocacy efforts.
- Support implementation of advocacy events and initiatives that align with MDA's strategic goals

## **Our Ideal Candidate will have:**

- Proven experience in supporting the scoping and securing of corporate partnerships, foundations and other potential donors/sponsors.
- Demonstrated success in developing and implementing revenue diversification strategies.
- Strong understanding of the not-for-profit sector and its funding landscape.
- Excellent planning, communication and relationship-building skills.
- Operational and strategic thinker with the ability to provide fresh insights and innovative solutions.
- Experience in government engagement and advocacy is a plus.
- Lived experience of mother loss or passion for working in this area.

## **Key Competencies:**

- Proactive and self-motivated with a results-oriented approach.
- Strong organisational and project management skills.
- Ability to work collaboratively with a diverse team and stakeholders
- High level of integrity and commitment to MDA's mission and values.

## **Applicant will require:**

- Tertiary qualifications in related health or business management industry
- National Police Check
- Evidence of the right to work in Australia.

**Health and Safety Responsibilities:**

All staff are required to take reasonable care for their own health and safety, and the health and safety of others who may be affected by their conduct.

**Application Process**

Please supply a cover letter and CV addressed to MDA Executive Officer, Danielle Snelling - [d.snelling@motherlessdaughters.com.au](mailto:d.snelling@motherlessdaughters.com.au)

Applications will be reviewed on a rolling basis until the position is filled.

Motherless Daughters Australia is an equal-opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.