



POSITION DESCRIPTION

TITLE	Corporate Partnerships Manager
REPORTING TO	Head of Strategic Partnerships
LOCATION	Melbourne or Sydney (Flexible Hybrid Working)
CLASSIFICATION	2
EMPLOYMENT DETAILS/HOURS	<i>Permanent Full Time</i>

Introduction

WaterAid's vision is of a world where everyone has access to safe water and sanitation. Our mission is to transform lives by improving access to safe water, sanitation and hygiene (WASH) in the world's poorest communities. WaterAid works with partners to maximise its impacts for policy change/influence.

WaterAid works through supporting local organisations and government authorities to design and demonstrate appropriate and sustainable WASH programs. WaterAid also seeks to influence policy change through government and other key sector actors to secure and protect the right of poor people to safe, affordable water and sanitation services.

Everything we do is shaped by our six values:

- Integrity
- Respect
- Collaboration
- Courage
- Accountability
- Innovation

WaterAid is a child safe organisation. We recognise that we must meet community expectations and the trust placed in our personnel to maintain the highest standards of conduct with children. Therefore, all positions within WaterAid are required to comply with our Child Safeguarding Policy and Code of Conduct.

WaterAid is committed to protection from sexual exploitation and abuse in everything we do. The values and standards we uphold are highlighted in our Global Code of Conduct. All positions within WaterAid are required to comply with our Global Code of Conduct.

WaterAid passionately believes everyone in the organisation has a role to play in innovation. WaterAid encourages curiosity about the world and empowering everyone to take action. WaterAid recognises that both big and small changes can have positive impacts on our roles, our team and our mission.

Position Summary

The Corporate Partnerships Manager is responsible for developing, managing and fostering relationships between WaterAid and its Corporate Partners both in the water and non-water sector. Working alongside the other members of the Strategic Partnerships team, this opportunity is ideal for an individual with experience in building and managing financially strong and mutually beneficial corporate relationships with a good understanding of developing and managing pipelines and a strong aptitude in

partnership management, business development and account management. This role will focus on leveraging current relationships and building a pipeline of new prospects and opportunities to build sustainable and meaningful partnerships that create shared value.

The ideal applicant will have experience developing corporate partnerships for non-profit organisations or private sector experience developing corporate partnerships, and interested in transitioning their skills into the non-profit sector.

Key Performance Areas/Accountabilities

1. Generate corporate fundraising revenue to meet annually agreed income targets.
2. Maintain and grow an active pipeline of corporate prospects.
3. Develop tailor-made and innovative corporate strategies and tactics for identifying, cultivating, soliciting and stewarding a portfolio of corporate partners.
4. Develop proposals in collaboration with Policy and Programs team to meet corporate donors’ needs.
5. Prepare and present proposals to potential corporates both alone and, if appropriate, by strategically involving a WaterAid member of senior management or the Board.
6. Prepare and conduct presentations to Corporate partners on WaterAid’s work to build understanding, awareness and relationships.
7. Manage and strategically build the relationship with an existing portfolio of corporate partners
8. Build the new business and partnerships pipeline
9. Maximise broader fundraising opportunities including events and sponsorship.
10. Manage the workplace giving program across corporates including communications strategies.
11. Complete quarterly reports on corporate partnerships and budget against plans and forecasts.
12. Record and report on account management activity using WaterAid relationship management systems
13. Manage a small portfolio of Major Donors
14. Contribute to the Strategic Partnerships communications and marketing as needed

Qualification, Skills & Attributes (Key Capabilities/Selection Criteria)

Essential	
Knowledge, skills and experience	<ul style="list-style-type: none"> • A minimum of 3 years related experience with proven expertise in portfolio management and face to face solicitations. • Proven experience developing Corporate Partner Strategies that grow revenue and influence • Can confidently manage competing priorities and a busy workload • Deep experience prospecting, managing the pipeline, delivering the pitch and closing the deal. • Excellent presentations skills and willingness and comfort doing them on a regular basis to a wide range and size of audience. • Excellent interpersonal skills, including persuasive abilities, effective listening, diplomacy and tact, with demonstrated success in building sustainable relationships with donors.
Education	<ul style="list-style-type: none"> • Bachelor’s degree or higher in a relevant field

Personal qualities	<p>Commitment to WaterAid’s values and standards of safety of children and protection from sexual exploitations and abuse in all our activities</p> <p>Demonstrate an understanding of gender equality and women’s empowerment including ethnic diversity and cultural sensitivity</p> <p>Commitment to innovation, continuous improvement and openness to new ideas and growth</p> <p>Mature, charismatic personality possessing the style, stature, leadership and diplomacy required to work effectively with senior staff and donors.</p> <p>Ability to work independently but also work well within a collaborative team environment.</p>
Desirable	
	<ul style="list-style-type: none"> • Experience working in an International Development NGO, University Development Department, NFP or the Water Sector • Understanding of the SDG’s and the challenges • Experience developing Major Donor stewardship program • Evidence of ongoing upgrading of relevant skills.

Physical Environment and Demands

Ergonomic work stations within an open plan office, standing desks, recreational area and flexible work environment. Interstate travel will be required. Weekend and after hours work will be required.

Level of contact with children

Minimal

To Apply:

Please submit an application to recruitment@wateraid.org.au by 17th June 2022.

Applications for this position must include a resume and a cover letter addressing the above Qualification, Skills and Selection Criteria.

For any queries not answered in this document and to submit your application please email recruitment@wateraid.org.au.

[Applicants must have the right to work in Australia](#)

Employee Name

_____ -

Employee Signature

_____ --

Date
