

# Position description

Position title	: Corporate Partnerships Manager
Reports to	: Head of Engagement and Corporate Partnerships
Employment type	: Permanent, Full Time
Location	: Sydney
No. of direct reports	: Nil
Date	: March 2025
Approved by	: Head of Engagement and Corporate Partnerships

## The operating environment

### SVA overview

Social Ventures Australia (SVA) are innovators for good. Innovation is in our DNA and at the heart of everything we do. As Australia's leading social impact organisation, we lead the charge against "too hard" by helping institutions think differently and putting our extensive know-how to work redesigning systems for people and communities who are often excluded.

We focus on areas where we can make the greatest impact in breaking the cycle of inequality and creating better opportunities for future generations. Our work spans critical areas such as early years, education, employment, housing, First Nations, and disability.

### SVA Values

As a purpose-driven organisation, our values guide who we are, how we work and the decisions we make.



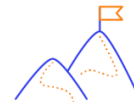
People at  
the centre



Difference gives  
us strength



Open and ready  
to learn



Real change  
takes time

Learn more about SVA's values [here](#).

## First Nations Practice Principles

SVA is committed to providing a culturally safe workplace for all our First Nations employees, partners and clients. We commit that our work with First Nations peoples is aligned with our First Nations Practice Principles set out below.



Learn more about SVA's First Nations Practice Principles [here](#).

## Team overview

Reporting to the Director, Philanthropy and Partnerships, the Fundraising and Partnerships team is responsible for all elements of fundraising at SVA. Specifically, the team works to raise income for programs and initiatives across SVA, as well as discretionary income to support the work of SVA.

SVA collaborates on innovative, multi-year programs with a diverse array of partners, including non-profit service providers, think tanks, research institutions, government agencies, community-based organisations, and community leaders. We recognise that such complex initiatives may not align with traditional fundraising methods and are therefore committed to adopting innovative and inspiring approaches to secure the necessary support.

The Fundraising and Partnerships team targets major and significant donations from trusts and foundations, high net worth individuals/families and corporate partners.

## Position purpose

The Corporate Partnerships Manager is a pivotal member of the Fundraising and Partnerships team, responsible for securing both discretionary and tied funding to support SVA's social impact goals. This role focuses on building and nurturing innovative corporate partnerships to ensure sustainable support for our initiatives. By leveraging strategic prospecting, business development, and creative engagement strategies, the manager will help expand our network of corporate supporters, aligning their philanthropic goals with SVA's vision for social impact.

## Position responsibilities

Specific responsibilities include:

### Corporate Partnership Strategy & Business Development

- Collaborate with the Head of Engagement and Corporate Partnerships to deliver to annual fundraising goals (both personal and team goals) by developing and executing innovative strategies for acquiring, managing, and stewarding corporate partnerships. This includes conducting donor research, preparing grant submissions, building well aligned proposals, delivering presentations, representing SVA at meetings and events with corporate partners, and actively engaging in all aspects of the fundraising cycle (research, cultivation, solicitation, stewardship).

### Social Ventures Australia Limited

Gadigal, Suite 5.02, Level 5, 309 Kent St, Sydney NSW 2000 | ABN 94 100 487 572 | AFSL 428 865

[info@socialventures.org.au](mailto:info@socialventures.org.au) | [socialventures.org.au](http://socialventures.org.au) | @Social\_Ventures



- Develop and deliver donor communications such as sales material, cases for support and presentation decks, and use storytelling to effectively communicate the impact of partnerships, showcasing real-world examples of how corporate support drives social change.
- Proactively research and assess new corporate funding models and partnership opportunities that strongly align with SVA.
- Research engagement and networking opportunities across the sector (e.g. chamber memberships, attending events as appropriate).
- Identify emerging trends in corporate giving, CSR, and shared value partnerships to ensure SVA remains at the forefront of corporate engagement and innovation.

### **Account Management & Stewardship**

- Manage a portfolio of corporate donors and partners across all aspects of the fundraising cycle (research, cultivation, solicitation, and stewardship).
- Implement retention and growth plans for managed corporate relationships to ensure sustained engagement and support for SVA's initiatives.
- Work with corporate partners and the Head of Engagement to develop tailored corporate engagement and volunteering opportunities, ensuring meaningful and mutually beneficial participation.
- Develop key relationships internally and externally ensuring that donor engagement plans are executed, and contractual / agreed milestones are met.
- Work with program delivery teams to source and develop case studies and impact reports to demonstrate the value and outcomes of corporate partnerships, supporting donor stewardship and business development efforts.
- Measure and report on the impact of corporate partnerships, ensuring accountability and providing meaningful insights to partners and stakeholders.

### **Events & Engagement**

- Develop and deliver engaging events and experiences for SVA corporate partners and donors in collaboration with the appropriate internal teams (e.g., Marketing and Communications and Program teams).

### **Operations, Culture & Continuous Improvement**

- Ensure effective data integrity to align with best fundraising and partnerships practices.
- Support the continuous improvement of the Fundraising and Partnerships team operations, processes, and equitable and ethical fundraising practices.
- Contribute to team goals and participate in organisational initiatives and activities as required, ensuring a safe and healthy environment for colleagues and stakeholders.
- Participate in and support organisational change initiatives and model SVA values.

## **Special requirements**

Ability to travel nationally and attend events outside of standard office hours as required.

### **Social Ventures Australia Limited**

Gadigal, Suite 5.02, Level 5, 309 Kent St, Sydney NSW 2000 | ABN 94 100 487 572 | AFSL 428 865

[info@socialventures.org.au](mailto:info@socialventures.org.au) | [socialventures.org.au](https://socialventures.org.au) | @Social\_Ventures



## Person requirements

To effectively perform this position, the person will require the following:

### Knowledge

- Recognising that candidates from diverse professional backgrounds can bring valuable skills to fundraising roles, we seek individuals with proven expertise in relationship management and stewardship, demonstrated through experience in fields including fundraising, business development, marketing, or customer relations.
- Comprehensive working knowledge of Microsoft Office (i.e., Excel, Word, PowerPoint, Outlook) and Salesforce (or another CRM platform)

### Experience

- Successful track record of identifying, securing and stewarding corporate partnerships
- Demonstrated success in developing corporate partnership proposals, grant writing and donor communications (or equivalent).
- Proven experience in cultivating and growing managed partnerships, with a strong emphasis on developing innovative corporate engagement and volunteering initiatives.
- Prior experience managing diverse internal and external stakeholders in a complex environment
- Event management experience.
- Demonstrated success in relationship management and revenue generation across various formats, such as complex formal grant processes, pitches at events or meetings, one-on-one engagements, and large-scale events.
- Experience developing and reviewing budgets for proposals that demonstrate a high level of business acumen.

### Qualifications

- Tertiary qualification in business, marketing, arts, social sciences and/or equivalent professional experience in a similar environment an advantage

### Skills & Abilities

#### Business Development and Strategic Thinking

- Demonstrated ability in business development and sales, including strategic prospecting, relationship-building, and negotiation.
- Proven ability to build and maintain a robust pipeline of prospective corporate partners aligned to organisational goals.
- Strategic thinking and analytical skills to identify opportunities, assess risks, and make data-informed decisions.

#### Social Ventures Australia Limited

Gadigal, Suite 5.02, Level 5, 309 Kent St, Sydney NSW 2000 | ABN 94 100 487 572 | AFSL 428 865

[info@socialventures.org.au](mailto:info@socialventures.org.au) | [socialventures.org.au](http://socialventures.org.au) | @Social\_Ventures



### **Communication and Stakeholder Engagement**

- Exceptional written and verbal communication skills, with the ability to persuade, influence and engage stakeholders at all levels.
- Experience in fostering employee engagement and developing corporate volunteering programs, or transferable skills from similar initiatives across sectors.
- Ability to manage SVA's organisational objectives alongside partner priorities to achieve mutually beneficial outcomes.

### **Project and Partnership Management**

- Strong organisational and time management skills with the ability to manage multiple complex projects simultaneously.
- Ability to think creatively and express complex ideas through tailored communications and events.
- Experience using CRM or similar tools to manage partnerships and support effective communications.

### **Personal Attributes**

- Adaptability and agility to thrive in a dynamic, innovative environment.
- A learning mindset, open to feedback and committed to continuous improvement.
- Highly collaborative and solutions-focused, with the ability to work cross-culturally and form long-term relationships.
- Passion for SVA's purpose and alignment with its values.
- Commitment to confidentiality in all donor and organisational matters.

### **Social Ventures Australia Limited**

Gadigal, Suite 5.02, Level 5, 309 Kent St, Sydney NSW 2000 | ABN 94 100 487 572 | AFSL 428 865  
[info@socialventures.org.au](mailto:info@socialventures.org.au) | [socialventures.org.au](http://socialventures.org.au) | @Social\_Ventures