



Position Description

Position	Corporate Partnerships Director
Reports to	Communications and Fundraising Director
Hours	Full-time, permanent position
Date	March 2024
Location	Morningside, Brisbane, Queensland, 4170

ABOUT FARESHARE

FareShare is a charity that believes every person deserves a cooked, nutritious meal regardless of their circumstances. We transform food into millions of delicious, healthy meals every year to feed the dignity and well-being of people in need.

FareShare is on an exciting journey of expansion and there are opportunities to increase the breadth and depth of our corporate partnerships – raising vital funds and boosting our profile. With increasing unmet need for our meals, we are striving to scale our operations and the Corporate Partnerships Director will play a key part in this growth.

Reporting to the Communications and Fundraising Director, you will develop and be responsible for the development and delivery of FareShare's corporate engagement plan for Queensland and New South Wales. This includes initiating and maintaining corporate partnerships, corporate volunteering, pro bono support, and our partnership with Woolworths.

We are seeking an exceptional and creative leader, with a track record of developing meaningful relationships with a diverse range of stakeholders. This role is empowered to curate positive change through mutually beneficial relationships and to create and implement effective new programs.

The Corporate Partnerships Director will work closely with the CEO, Communications Director, Executive Director (QLD), and other staff, to build and leverage a robust professional network of partnerships.

ABOUT YOU

You are flexible, resilient, proactive, and eager to jump on opportunities. You thrive in a fast-paced environment and are ready to roll up your sleeves as part of a highly adaptable team. You have exemplary relationship-building skills and a track record of consolidating partnerships and generating value (including income). You are well-organised and an excellent team worker.

POSITION PURPOSE

To maximise support from existing and new corporate and SME partners to enable FareShare to meet the increased need for free, nutritious meals amongst Australians experiencing hardship.



KEY RESPONSIBILITIES

- Develop and implement a Corporate Partnerships strategy designed to drive the acquisition, engagement, management, and retention of FareShare's corporate partners.
- With the Director of Communications and Fundraising, set revenue targets and work to deliver on these to support the organisation's long-term goals of revenue diversity and sustainability.
- Identify, develop, and maintain corporate and SME partnerships for fundraising, sponsorship, volunteering, and in-kind goods and services.
- Ensure partner relationships are managed to a high standard and that Service Level Agreement targets are met by FareShare
- Prepare compelling fundraising and sponsorship packages for new and existing partners.
- Foster and support joint marketing campaigns to raise funds and profile for FareShare (eg. from the sale of appropriate products, services, and experiences).
- Collaborate with Woolworths to develop programs that promote both organisations and secure funds and pro bono support for FareShare's operations
- Develop and oversee the implementation of the Corporate Volunteering and Workplace Giving programs.
- Promote corporate volunteering to meet the organisation's need for volunteers and revenue and refine corporate volunteering experiences to inspire participants.
- Develop and maintain a pipeline of prospects and ensure all engagement activities are accurately recorded.

KEY ATTRIBUTES

- A minimum of five years demonstrated experience in initiating and cementing corporate partnerships and sponsorship, within a for-purpose environment.
- Exceptional relationship development and management skills.
- Excellent verbal and written communication skills.
- Competent user of CRM systems to record data and enhance relationships.
- Relevant tertiary qualifications, e.g. in business, commerce, finance, sales, or marketing.
- Strong teamwork skills and a flexible approach.
- Ability to work with a high degree of autonomy.
- Commitment to FareShare's purpose to restore the dignity and wellbeing of people in need with nutritious, cooked meals.
- Demonstrable integrity and the highest degree of ethics in dealings with all stakeholders

FareShare is a Public Benevolent Institution and employees have access to generous salary sacrificing benefits. Laptop and mobile phone will be provided and a hybrid working environment is in place.

Some travel and out-of-hours work will be required.

For all enquires please email Fiona Maxwell: fiona.maxwell@fareshare.net.au.