



Position Description – Corporate Partnerships Director

Position	Corporate Partnerships Director
Reports to	Chief Executive Officer
Direct reports	None initially. Potential to recruit and develop a team.
Employment	Full time, permanent.
Location	FareShare, Abbotsford kitchen, Melbourne, with travel to Brisbane facility as required.
Other	The appointment will be a member of the FareShare Leadership Team and work closely with the Communications Director, Executive Director (QLD), Volunteer Program Managers and Digital Fundraising Coordinator.

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 wellbeing of people in need.

FareShare is on an exciting journey of expansion and there are opportunities to increase 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 CEO, you will develop and be responsible for the implementation of FareShare’s corporate engagement plan. 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 be a member of the FareShare leadership team. They will work closely with the CEO, Communications Director, Executive Director (QLD) and other staff, to build and leverage a robust professional network of partnerships.

Position purpose

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

Key Responsibilities:

- Identify, develop and maintain corporate and SME partnerships for fundraising, sponsorship, volunteering, goods and services.
- Develop and manage an effective stewardship program to educate, inspire, support and acknowledge FareShare's corporate and SME partners.
- 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
- Tap opportunities with FareShare's established network of corporate volunteering partners and work with staff to strengthen the program for fundraising outcomes.
- 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:

- Demonstrated experience in initiating and cementing corporate partnerships and sponsorship.
- Exceptional relationship development and management skills.
- Excellent verbal and written communications skills.
- Competent user of CRM systems.
- Relevant tertiary qualifications, eg. in business, commerce, finance, sales or marketing.
- Strong team-working skills and a flexible approach.
- Commitment to FareShare's purpose to restore the dignity and wellbeing of people in need with nutritious, cooked meals.

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