



Partnership and Development Director

Salary:	Competitive salary and conditions subject to negotiation with successful applicant
Conditions of Service:	Full Time, 12 month fixed term contract with intention of renewal, 3 month probation. Flexible hours and conditions available
Annual Leave	4 weeks (20 days)
Salary Sacrifice Fringe Benefits	Available Available

Organisational Background

SharingStories Foundation works with Indigenous communities to protect, maintain and grow language, stories and cultural heritage. Engaged as a culturally safe partner, SharingStories delivers community driven media and education initiatives that build capacity for cultural continuity, production and distribution of rich outcomes.

Purpose of Role

The Partnerships and Development Director will be an important member of the executive team as we continue to build a well-resourced, accountable, responsive organisation, established as a respected leader in the field of community arts/cultural development and education.

Responsibilities include:

- a) Develop, implement and lead the organisation's business and fundraising plan;
- b) Steward new and existing corporate, government and philanthropic relationships that support the organisation's overall vision and strategy;
- c) Engage with SharingStories' partner communities across Australia to co-develop and support community revenue generation initiatives through licensing of project outcomes and educational packages;
- d) Coordinate partnership and fundraising activities and events;
- e) Manage business development budget and executive reporting;
- f) Collaborate with SharingStories executive, administrative and program team on business and partnership development opportunities; and
- g) Collaborate with the Finance and Administration Manager, as needed.

Candidates must address the following selection criteria by demonstrating their experience as they relate to the above role responsibilities:

BUSINESS DEVELOPMENT & COMMUNICATION SKILLS

- a) Demonstrated experience in partnership and business development (5+ years);
- b) Project and budget management skills with ability to design, plan, implement and track a range of initiatives;
- c) Experience in developing and managing financial plans and reporting financials
- d) Demonstrated experience in stewarding relationships and ability to draw upon national networks; and
- e) Strong written and oral communication skills including the ability to communicate effectively with a range of stakeholders, partners and with First Nations community partners.

SOCIAL AND CULTURAL SKILLS

- a) Must be of Aboriginal and/or Torres Strait Islander descent *;
- b) Committed to supporting First Nations cultural and linguistic continuity; and
- c) Cross-cultural understanding including the ability to work with Indigenous People and understand sensitivities regarding Indigenous cultures/protocols.

OTHER SKILLS

- a) Ability to travel between 4-6 weeks per annum to meetings with partners and team as well as community across Australia. This role will also involve working with SharingStories Jajoo Warngarra (Advisory Council) as required;
- b) Digital system confidence including familiarity with online project management systems; and
- c) Skilled in taking initiative, working independently from a home office and operating within a national team.

***This organisation considers that being Aboriginal or Torres Strait Islander is a genuine occupational requirement for this position under section 14 of the Anti-Discrimination Act 1977 (NSW).**

To apply please email your CV and cover letter addressing the selection criteria to liz@sharingstories.com.au, using the subject line: Partnerships and Development Application

To request a copy of the Position Description, or to request a call back for a confidential discussion about this role, please email your request. If you'd like to learn a little more about SharingStories Foundation please have a look at our website on www.sharingstoriesfoundation.org.

Applications close November 27th with interviews the following week and induction soon after.