



Position Description

National Partnerships Manager

.6 FTE Melbourne Based with flexible working arrangements available.

Position Overview

The National Partnerships Manager plays a pivotal role in advancing Hagar's mission to empower survivors and eliminate modern slavery. This position involves researching and securing grant opportunities, fostering corporate partnerships, and managing relationships with existing and potential donors. The role encompasses taking responsibility alongside the Executive Director for institutional and corporate income, developing innovative partnerships, project management oversight, and advocating for systemic change. The National Partnerships Manager will collaborate closely with the Executive Director and play a vital role in building team culture at Hagar.

Key Responsibilities

Grant Research and Application:

- Research and identify suitable grant opportunities.
- Collaborate with project offices to prepare and submit successful grant applications.

Donor Management:

- Work alongside the Executive Director to manage relationships with existing and potential institutional and corporate donors.

Income Responsibility:

- Take ownership of institutional and corporate income for Hagar Australia.

Corporate and Brand Partnerships:

- Develop creative corporate and brand partnerships with businesses that share Hagar's mission.

Project Management:

- Utilising expert external contractors, manage Hagar's DFAT funded ANCP project with the field.
- Provide project management oversight for various workflows within Hagar.

Advocacy Partnerships:

- Collaborate with the Executive Director to develop strategic advocacy partnerships that drive systemic change.

Administration:

- Handle various ad-hoc administrative tasks in coordination with the wider Hagar team.

Team Culture:

- Actively participate in building and fostering Hagar's unique way of working and culture.

HAGAR

The whole journey

Qualifications and Skills

- Proven experience in grant research and application, as well as corporate partnerships.
- Experience in building a pipeline of qualified leads and converting to donations
- Demonstrated experience of achieving income against agreed targets.
- Solid understanding of donor fundraising market and global trends
- Exceptional networking, relationship management and donor engagement skills.
- Strong project management and advocacy capabilities.
- Demonstrated ability to generate institutional and corporate income.
- Experience in developing strategy and implementing plans
- Excellent written and verbal communication skills.
- Adept at ad-hoc administrative tasks.
- Commitment to Hagar's mission and values.

Application Process:

Please submit your resume and a cover letter explaining your relevant experience and interest in the role to paul.flavel@hagar.org.au Applications will be accepted until April 5th 2024.

Hagar Australia is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.