

Partnership & Stakeholder Manager



An exciting opportunity has arisen for an experienced Partnership & Stakeholder Manager to join the Western Bulldogs Community Foundation (WBCF).

Our community investment at the Bulldogs is different from others. As well as being a football club, in shape of our Foundation, we have a community organisation that delivers services to people in the West. Western Bulldogs Community Foundation is a separate entity that works hand-in-hand with the Club and utilises the Bulldogs brand as a platform to engage a wide range of participants and positively influence their lives.

This newly created position will be a part of the WBCF management team and will be primarily responsible for the development of innovative new business opportunities across the Foundation (in conjunction with the Club Commercial Partnerships team) as well as helping to build a strong profile and exposure for the Foundation (in conjunction with the Club Marketing team). There will also be a strong focus on driving collaboration within the Foundation in partnership with the Foundation management team as well as driving collaboration with other departments within the club.

The successful candidate will be responsible for:

- Leading the collaboration and creation within the Western Bulldogs Community Foundation to develop and execute new business pitches for corporate, philanthropic, community and government partners;
- Assisting the commercial department to uncover new and innovative assets to be commercialised;
- Working with the broader Commercial Partnerships and Corporate Business Sales team to identify new partnership opportunities;
- Developing a tiered investment model for corporate partnerships;
- Developing a framework for reporting return on investment to corporate partners;
- Assisting with product development and lead the sales of Western Bulldogs Community Foundation social enterprise products;
- Working with the commercial team to develop and maintain first class administration on all financial accounts;
- Representing WBCF at a senior level at events and meetings as required and positively represent WBCF at tender pitches and events;
- Establishing and maintaining strong professional working relationships with all key stakeholders involved with the Foundation;
- Working collaboratively with the WBCF team and the club marketing department to identify and implement opportunities to increase the profile of WBCF;
- Utilising the Club brand, players, communication channels and match days to drive social change and build WBCF profile;
- Developing a data capture mechanism in partnership with WBCF staff and the club's marketing team &
- Represent Foundation on Club committees and work closely with other relevant departments and key external relationships to further align priorities.

Required knowledge, skills and qualifications:

- Strong Knowledge & Experience in Sponsorship, Business Development & Corporate Sales;
- Demonstrated high level written, verbal, and interpersonal skills;
- Strong leadership skills required;
- Demonstrated experience of stakeholder engagement, negotiation and relationship management across sectors;
- Strong administration skills;
- Team player with a positive can-do attitude;
- Experience in Marketing & Communications would be advantageous;
- Demonstrated ability to use initiative, meet tight time frames, and to work with limited supervision
- Minimum of 3-5 years' experience & track record in a similar role;
- Tertiary qualification in Marketing, Business Management and or Commerce.

If you are interested in working in a challenging yet extremely satisfying position, [please click on this Link to the SEEK job advertisement](#) and attach a covering letter & your resume.

Applications close at **5pm on Monday 7 January 2019**. A six (6) month probationary period applies to this position.

Please note that due to the high level of interest only those applicants short listed will be contacted.