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PARTNERSHIPS OFFICERS PARTNERSHIPS TEAM, GLOBAL IDEAS

Partnerships are crucial to the Global Ideas mission. If it takes a village to raise a child, it takes a network to raise an idea. We bring together people with diverse areas of expertise, across industries and sectors, to facilitate learning and innovation to address global health challenges.

In 2015 Global Ideas embarked on a mission to expand our partnerships across the government, non-government and private sector in support of our Programs. We believe there is great opportunity to create shared value with partner organisations by bringing together expertise, mission-driven people, networks and resources in solving global health challenges.

We are recruiting an exceptional ambassador to assist in developing our networks and relationships as Partnerships Officer to work closely with, and under the guidance of our Director of Partnerships. Each partnership officer is responsible for coordinating partnerships relating to a Global Ideas Program, but is also required to work flexibly across the partnerships portfolio.

YOUR ROLE

As the **Partnerships Officer** you will enhance our collective ability to have global health impact through:

- **external relationships:** identifying, initiating and fostering both short-term and long-term, productive relationships with partner organisations, particularly seeking out those organisations that have an alignment with our purpose, vision and values;
- **preparation:** drafting submissions and proposals for sponsorships and grants;
- **coordination:** managing identified sponsors and partners to ensure no potential conflict;
- **facilitation:** bringing the value of partnerships to activities throughout Global Ideas, maximising opportunities to realise shared value. For example, by
 - working with the Program Teams to shape our current and future Programs, including both short-term and long-term partnering opportunities;
 - working with the Community Team to reach new audiences across diverse industries;
 - working with the Marketing and Communications team to ensure we have a professional product to present to potential sponsors and partners.
- **implementation:** ensuring all partnership agreements are properly fulfilled.

SKILLS & SELECTION CRITERIA

The successfully appointed **Partnerships Officer** will understand how both short-term and long-term sponsors and partners can enhance our potential for impact. You will be able to:

- **connect:** confidently and maturely identify and nurture productive collaborative relationships with a diverse range of stakeholder organisations, and have the ability to develop connections across public and social sectors;
- **develop:** potential sponsors and assist the Director of Partnerships with negotiations to ensure any relationship is mutually beneficial;
- **influence:** inspire others to join our community, create buy-in for impact-driven change,
- **collaborate:** take initiative and work both independently and with a range of colleagues across the organisation;
- **create & problem-solve:** effectively engage in iterative problem-solving, engage in constructive debate, developing novel insights and solutions, based on a broad understanding of how to develop relationships, learning and adapting to evolving circumstances and understanding.

Relevant experience and demonstrable impact will be seen favourably. We understand there are many ways to have impact; our standard is high, but we will assess each individual application on its merits. Both demonstrable talent/potential and experience are welcome, there is no single formula!

To be considered for this role you must also be able to:

- have regular in-person contact in Melbourne,
- be available from time to time for meetings with partners and prospective partners including during working hours;
- have excellent communication skills, including written communication; and
- commit *up to* 6 hours per week.

BENEFITS

- You will be immersed in a purpose-driven and supportive community of exceptional people from diverse industries delivering sustainable global health impact,
 - You will develop strong relationships with next-generation global health leaders, industry partners and impact investors,
 - You will have the chance to shape the development of an unique organisation at the forefront of global health innovation in Australia,
 - You will have the chance to extend your experience and capabilities in creating social impact.
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APPLICATION PROCESS

Applications will be considered on a rolling basis, please submit your application as soon as possible. Send the following to Catherine.pendrey@globalideas.org.au:

1. A cover letter to address the selection criteria above
2. A CV or resume that includes the contact details of two professional referees (these will not be contacted unless shortlisted for interview)

Interviews will be held in Melbourne and the role will commence immediately following, subject to a probationary period. More information on interviews will be provided to short-listed applicants.

For any queries, please email the Director of Partnerships, Catherine Pendrey at catherine.pendrey@globalideas.org.au. We look forward to your application.

