



## TRANSITION VILLAGE WALLAN

**Do you have a desire to assist the homeless and work towards a better life for them?**

### **Volunteer Position - Business Development Coordinator – TVW**

#### **About the Organisation**

Recognised not-for-profit organisation, providing wide ranging services and assistance to some of Australia's most vulnerable people. They are seeking a volunteer position {VP} Business Development Coordinator to join our newly structured team.

#### **About the Role**

The (VP) Business Development Coordinator is responsible for engaging with large and small-scale businesses in creative and innovative ways to garner support for the organisations various programs. This acquisition role is focused on identifying and pursuing opportunities to engage with new partners, building value propositions and building new relationships across various organisations.

The volunteer role will include all aspects of business development as well as working with relevant stakeholders across the organisation, with the aim to deliver mutually beneficial outcomes for the organisation, its beneficiaries and its partners.

#### **Duties**

- Generate corporate fundraising revenue to meet organisational goals.
- Develop innovative strategies and partnership concepts to identify, solicit and steward a portfolio of partners.
- Create bespoke offerings, aligned to the shared vision of both the organisation and the partners' needs.
- Present to senior stakeholder groups within partner organisations, engaging them with the vision, cause, and examples of the amazing programs undertaken.
- Develop proposals, manage negotiations and contractual arrangements to meet donors' needs.

## **Skills & Experience**

### **The successful candidate will:**

- have demonstrated experience in developing successful partnership / sponsorship agreements across a variety of industries
- possess a high-level of commercial acumen and excellent stakeholder management skills (at a senior level)
- be creative in their approach to corporate partnerships - seeking truly collaborative and sustainable outcomes
- be a go-getting and energetic team player, driven by passion for a worthy cause and generating tangible results
- Create a library of content highlighting the impact of our work in and for the community for use in marketing and engagement

### **How to Apply**

You can apply for this volunteer role, by forwarding a resume' and covering letter, addressing the Skills and Experience above, to Ian Dempsey email [dempsey@bigpond.com](mailto:dempsey@bigpond.com) or by post to 35 Piper Street Broadford Vic 3658.

If you require any further assistance please call – 0419 899015.

Applications close – COB Friday 9 October 2020