

# Business Development Executive – Swipe Safe

As the Business Development Executive for the Swipe Safe program, you identify and map prospects, and proactively expand our partnerships with institutional donors and corporates. You will explore emerging and unconventional opportunities in the for-purpose sector to identify best opportunities for new strategic initiatives to secure long term sustainable funding for the innovative new product - Swipe Safe.

## Key Duties

- Manage the ChildFund Swipe Safe business strategy to acquire new revenue generating opportunities and partnerships
- Identify key stakeholders and networks relevant to priority pipeline opportunities for effective repositioning
- Support ChildFund country and regional staff to engage in strategic partnerships with ChildFund Alliance members, INGOs, UN and government entities as appropriate, to maximise the reach and impact of Swipe Safe.
- Effectively communicate and promote the purpose and strategy of Swipe Safe, cultivating and managing donor/partner relationships, and providing opportunities for cooperation, networking and alliance building for new business
- Maintain strong programmatic awareness of ChildFund Australia's work in Country Offices and across the Pacific
- Leverage lead generation opportunities and populate pipeline with new business prospects in Australia and beyond
- Design and deliver compelling pitch presentations to prospective partners in collaboration with international program team and the Chief Development Officer
- Manage and nurture partner relationships to maximise engagement
- Ensure strong collaboration and integration across Sydney and Country Office teams to maximise growth opportunities

## Qualifications & Experience

- Demonstrated experience in business development and new business acquisition with track record in achieving revenue targets
- Excellent pitch and presentation experience with evidence of success outcomes
- Track record of driving new revenue streams
- Familiarity with CSR and shared value environment with proven knowledge of commercial co-venture laws
- Proven ability to manage a team and achieve results
- Evidence of relationship building skills at senior stakeholder level.

## Desirable

- Experience in an international development organisation.

*At ChildFund Australia, all staff must remain alert and responsive to any child safeguarding or sexual exploitation, abuse, or harassment (SEAH) risks. Staff will acquire the knowledge and skills needed to understand our Child Safeguarding and PSEAH policies & procedures, promote strong safeguarding practices, and conduct themselves consistent with these policies.*

## Skills & Qualities

Strategic thinker, innovator, and incredibly curious

Change champion

Excellent stakeholder manager with strong interpersonal and influencing skills

Strong leader, supporting others in achieving their & the organisation's goals

Exceptional implementation & decision making capability

Excellent in presentation & public engagement

Passion for international development and child rights

## Childfund Australia's Values

Respect, Integrity, Collaboration, Change, Empowerment & Excellence

Department: Fundraising  
Location: ChildFund Australia, Level 8, 162 Goulburn Street, Surry Hills NSW 2010  
Employment: Full-time – 2 year fixed term contract  
Reports to: Chief Development Officer  
Other Information: Must have working rights in Australia.  
Please apply at: <https://www.childfund.org.au/work-with-us/>





## ORGANISATIONAL CONTEXT

ChildFund Australia is an independent international development organisation that works to reduce poverty for children in developing communities. We partner to create community and systems change which enables vulnerable children and young people, in all their diversity, to assert and realise their rights.

Our vision is a world without poverty where all children and young people can say: “I am safe. I am educated. I contribute. I have a future.”

ChildFund Australia directly manages and implements programs with a range of local partners in Cambodia, Laos, Myanmar, Papua New Guinea, Timor-Leste, Vietnam, and other Pacific nations, and manages projects delivered by partner organisations throughout Asia, Africa, and the Americas. Our work is funded through child and community sponsorship, government grants as well as donations from individuals, trusts and foundations, and corporate organisations.

ChildFund Australia is a member of the ChildFund Alliance – a global network of 11 organisations which assists almost 36 million children and their families in 70 countries. ChildFund Australia is a registered charity, a member of the Australian Council for International Development, and fully accredited by the Department of Foreign Affairs and Trade which manages the Australian Government’s overseas aid program.

## HOW WE VALUE YOUR CONTRIBUTION

### Remuneration

We provide a remuneration package that is attractive and fair; our remuneration framework ensures that we are aligned with employment conditions and laws, and we benchmark against the local market to ensure we offer competitive employment conditions that are appropriate to our sector.

### Leave

You will have access to 20 days of paid annual leave (pro-rated for part-time employees). You are also entitled to personal/carer’s leave, paid parental leave, long service leave and bereavement leave.

### Flexible Working Arrangement

ChildFund Australia is supportive of flexible working arrangements; we encourage a culture of flexibility and encourage conversation between yourself and your manager about maintaining work-life balance. If the role allows, employees can choose to work up to 50% of their work hours from home.

### Salary Packaging

As a not-for-profit organisation, our employees are eligible for salary packaging. The Australian Taxation Office (ATO) allows us to reimburse you for some of your personal expenses without having to pay any income or fringe benefits tax that would normally be payable. These tax concessions are in additions to the income tax free threshold.

### Employee Assistance Program

In case you need help with personal, family or employment-related matters you and your family will have access to free external, professional and confidential counselling assistance. UPRISE, our EAP system, combines multiple wellbeing initiatives to support your mental health and resilience.

### Learning and Development

Our approach to learning and development will enable you to have the information, skills, and knowledge needed to do your job and to grow in your position. We build the capacity of our people and support you with on-the-job experience, coaching and formal training.

**OUR VISION:** A world without poverty where all children and young people can say: “I am safe. I am educated, I contribute. I have a future.”

**OUR MISSION:** We partner to create community and systems change which enables vulnerable children and young people, in all their diversity, to assert and realise their rights.

At ChildFund Australia you will be contributing to our programs which protect, educate, and empower children and young people.