

# Business Development and Events Lead

## PURPOSE OF THE POSITION

The Sport for Development (S4D) Business Development and Events Lead is responsible for: (i) maximising the impact of rights and benefits for a partnership for Rugby World Cup 2021, playing in 2022 in New Zealand; (ii) securing additional event partnerships; (iii) growing the breadth and depth of corporate partnerships and; (iv) growing community and peer to peer fundraising. You will contribute to the S4D Leadership Team.

### KEY DUTIES

- Negotiate relationships relating to event rights and benefits provided to ChildFund under the partnership including event assets, collateral, broadcast and digital;
- Work in close collaboration with relevant stakeholders to maximise digital and communications footprint and to ensure planning and implementation of partnership activities and events are aligned with overall event planning processes;
- Manage, regularly update and coordinate the project work plan and budget across workstreams including event fundraising and activations in the community ensuring that colleagues are clear on tasks and timeframes;
- Ensure the delivery of agreed fundraising, profile, brand and commercial activations linked to the event;
- Represent ChildFund's expertise with a focus on liaison with the event delivery team.
- Plan and deliver on existing major event partnerships and partnership opportunities;
- Position ChildFund for sporting event partnerships through existing networks and the leveraging of new networks.
- Build corporate sponsorship partnerships for ChildFund Sport for Development;
- Work closely with a range of internal and external stakeholders to ensure planning and implementation of corporate activities are aligned in overall planning processes;
- Provide relationship management services, including reporting responsibility, for existing corporate partners;
- Leverage lead generation activities and populate pipeline with new business prospects;
- Manage and nurture existing corporate relationships to maximise engagement and revenue generation.
- Build community and peer to peer fundraising networks globally;
- Identify and activate community and peer to peer fundraising opportunities through global sporting networks;
- Manage and nurture existing community relationships to maximise engagement and revenue generation;
- Ensure fundraising complies with relevant international, national and state fundraising legislation.

### QUALIFICATIONS & EXPERIENCE

- Substantial experience in one of the fields of: fundraising, communication, public relations, media or corporate engagement; Proven experience in delivering major sport event-related projects within agreed timelines;
- Demonstrated experience in business development and new business acquisition with a track record in achieving revenue targets;
- Proven track record in partner engagement and internal communication;
- A natural networker with strong interpersonal skills, with a professional approach to build and maintain relationships;
- Strong project management skills with an attention to detail;
- Proven experience in managing project budgets and risk management;
- Multi-tasker with an ability and willingness to be hands on across multiple disciplines.

*Remain alert and responsive to any child safeguarding or sexual exploitation, abuse or harassment (SEAH) risks, acquire relevant knowledge and skills to promote strong safeguarding practices, understand the child safeguarding and PSEAH policy and procedures, and conduct yourself consistent with those policies.*

### SKILLS

Excellent stakeholder manager and communicator

Highly organised with the ability to manage multiple projects

Outstanding written communication skills and strong attention to detail

High levels of IT literacy; Creative thinker and motivator

Effective under pressure, results-oriented and proactive

Flexible and able to adapt to different environments under pressure

### CHILD FUND AUSTRALIA'S VALUES

Commitment to ChildFund Australia's values –  
Respect, Integrity, Collaboration, Change,  
Empowerment & Excellence

**Department:** Sport for Development Team

**Location:** Australia or New Zealand with time required in Sydney and Auckland and the right to work in base location

**Employment:** Full-Time to December 31, 2022

**Reports to:** Sport for Development Director

**Other Information:** Domestic and international travel required

**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.

ChildFund's Sport for Development programs provide children with opportunities to play, learn and grow. Using integrated sport and life skills learning, young people from vulnerable communities are equipped to overcome challenges, inspire positive social change and take active leadership roles within their communities. Under ChildFund Australia's guidance, all Sport for Development programs contribute to achieving gender equality, reducing inequality, and ending violence against children, reflecting targets within the UN Sustainable Development Goals. Participants also develop critical social and emotional skills which help them to achieve personal goals, build empathy, manage emotions, develop positive relationships, and make responsible decisions. ChildFund is recognised as a Pioneer Organisation within the International Safeguards for Children in Sport, which ensure that children are physically and emotionally safe across sport. Work is undertaken with sports partners around the globe to ensure that the safeguarding of children and vulnerable adults in sport is a priority.

ChildFund Australia implements programs with a range of 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. ChildFund's work is funded through child and community sponsorship, government grants as well as donations from individuals, trusts and foundations, and corporates.

## HOW WE VALUE YOUR CONTRIBUTION

### Remuneration Package

We aim to provide an overall remuneration package that is attractive and fair. Our remuneration framework ensures that we align to 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

You will have access to flexible working arrangements. We encourage a culture of flexibility and enable conversation between yourself and your manager about maintaining work-life balance. If the position allows, employees can choose to work up to 2 days from home per week.

### Salary Packaging

You will be eligible to salary packaging. As a Non-Governmental Organisation, our staff are eligible for salary sacrificing. The Australian Taxation Office (ATO) allows us to reimburse you for your personal expenses without having to pay any income or fringe benefits tax that would normally be payable. These tax concessions are in addition 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.