



Partnerships Co-ordinator

An exciting opportunity exists to join the dynamic team at SCHF and make a difference to children treated at the Sydney Children's Hospital, Randwick.

As an integral member of the Foundation, the role in collaboration with the Partnerships Manager, will be responsible for a revenue stream of over \$4 million from major partners – individual, community and corporate.

Reporting to the Partnerships Manager, the position will be responsible for:

- driving income to raise vital funds to care for children and their families
- creating new business opportunities with a focus on building relationships with new partners
- managing and nurturing partnerships, both corporate and community based
- preparing funding applications for Trusts and Foundations
- overseeing the Workplace Giving Program and creating new partners
- responsible for the Corporate Volunteering Program.

If you have a passion for, and a track record in, successful relationship development in either a philanthropic, sponsorship, or business environment, this could be the job for you. Business development skills a necessity. Your excellent mediation and negotiation skills will mean you are able to build strong rapport with existing and prospective supporters to achieve the Foundation's fundraising goals.

Working in a small dedicated hands-on team, where everyone helps to "get the job done", the successful applicant will be self-motivated. You will have well developed oral and written communication skills, an energetic personality, remain cool under pressure, a good sense of humour and a strong desire to achieve outstanding results as well as the ability to "think on your feet".

Non-profit experience is an advantage but not essential. An up to date driver's licence is required. The Foundation is very pleased to be able to offer Salary Packaging to the successful candidate, as part of their package.

If you have a desire to make a difference for Sydney Children's Hospital, Randwick please send a cover letter and your resume to:

Sally Long
Manager - Operations, People & Culture
sally.long@schf.org.au
(02) 9382 1188