



Relationships & Partnerships Manager

About WoTL

WoTL's vision is a thriving agricultural industry that recognises the influential contribution of women. WoTL provides insightful leadership through collaboration and exists to amplify the positive influence of women in agriculture.

WoTL delivers responsive and effective initiatives such as professional development, training and networking opportunities for women in agriculture. Working with partners and funding bodies WoTL delivers inspiration and growth across Australia through its annual Thriving Women Conference, Stepping Into Leadership Program and bespoke professional development delivered by a network of regionally based Ambassadors.

Established in 2017, with its headquarters in South Australia, WoTL is a for purpose Company Limited by Guarantee under the Corporations Act 2001.

Our values

- We are **genuine** in who we are and, in our relationships
- **People** are central to all we do
- We **respond** to individual, community and industry needs
- **Working together** has a collective impact
- **Safe environments** support openness and curiosity

We are making an impact by

- **Founded for women, by women.** We empower women in agriculture across Australia to grow, connect and thrive
- **We create connection.** WoTL creates opportunities for women connected to agriculture to come together to learn
- **We listen to our community.** We create and deliver effective initiatives including programs and events to meet the needs of women working in or connected to agriculture
- **We partner with the best.** From funding bodies to facilitators, our partners share a vision to lift women across Australia.
- **Beyond education.** WoTL's programs are delivered differently, to create community and opportunities to learn real-world skills in a safe environment.

About the Role

Reports to: Executive Officer, WoTL

Overall Position Purpose: To develop and drive engagement for a portfolio of current and prospective corporate partnerships. You will support the achievement of fundraising budgets and long term mutually beneficial relationships.

What's important for the role:

- Establishment of new partnerships
- Partner retention, loyalty and growth
- Self-driven, motivation, creativity and strategy to deliver the greatest benefit / ROI to WoTL and our partners

In this role you will:

- Manage mutually beneficial partnerships across a portfolio of corporate and community partners
- Maximize opportunities to raise funds to meet national and event revenue targets
- Support WoTL projects and events eg Stepping into Leadership Program and Thriving Women Conference
- Work collaboratively with internal stakeholders to identify fundraising priorities and achieve their objectives
- Develop proposals, deliver presentations, and negotiate funding with prospective funding partners
- Identify story leads, content articles and promotional material to highlight the impact of WoTL's work

How you will inspire us

As a proactive and resourceful team player with a passion for supporting Corporate Relationship's, success will call on you to have:

- An engaging, authentic approach to building corporate partnerships
- Proven experience in business development and / or fundraising and achieving income targets
- Relationship management skills, knowledge and experience
- A high level of influence and negotiation skills
- Confident and effective public speaking and presentation skills
- Superior written and oral communication
- Ability to develop and implement strategic fundraising initiatives
- A collaborative mindset with the ability to build and maintain strong relationships with internal and external stakeholders
- A donor-centred approach with a deep understanding of aligning donor interests with WoTL priorities
- Excellent planning and ability to prioritise
- Ability to think innovatively and problem solve
- Well-developed MS Office skills
- Ability to work autonomously, while aligning with the WoTL team

Candidates will be assessed based on the above characteristics, however greater weighting may be given to personal traits such as cultural fit with WoTL, positive attitude and work ethic. A keen interest in the role of women in agriculture would be looked upon favourably.

Position Location: Remote working from home or personal office.

Position Commitment: Part-time (0.4 FTE) with potential to grow. Standard business hours are generally observed, however flexibility to attend some out of hours events will be required. Reasonable measures are taken to ensure staff are accommodated with time off in lieu granted. Flexibility to travel intra and interstate will be required.

Salary: Remuneration, entitlements and working conditions will be negotiated with the successful applicant based on knowledge, skills and competencies.

Flexible working arrangements are available for the right candidate, including working school hours, as per negotiation. The initial contract will be for 12-months up to 15 hours per week.