

**Why we are here**

To stop the degradation of the planet's natural environment and to build a future in which humans live in harmony with nature.

wwf.org.au

Job Description

WWF-Australia

ABN 57 001 594 074

Department	Revenue Development
Job matrix group	WWF Executive & Senior Managers
Job matrix level	9
Job title	Head of Impact Partnerships
Reports to	Revenue Development Director
Direct reports	Senior Manager Philanthropy, Senior Manager Impact Partnerships (TBC), Stewardship Manager, Philanthropy Researcher (TBC)
Location	Sydney Office
Other location/s	Melbourne
Job type	Full Time Fixed Term Contract
Contract Period	3 years
Hours per week	38
Approval	People and Culture Director
Approval date	24/07/2019
Organisational context	<p>For over 50 years WWF has been a leading voice for nature. We are the world's largest conservation organisation, working in 100 countries and with over 5 million supporters. WWF-Australia is the 7th largest member of the WWF Network. We work with governments, businesses and communities on environmental issues with a single mission: to build a world where people live and prosper in harmony with nature. We have our foundation in science and we work towards a sustainable planet, striving to conserve biodiversity in Australia and throughout the Oceania region. Behind the scenes of our on-ground conservation projects are teams of scientists, policy and communications experts, lawyers and other specialists, all supported by our regional and national staff members. WWF-Australia does not engage in activities that support political parties, seek to persuade members of the public to vote for or against particular candidates or parties in an election, participate in party political demonstrations, or distribute material designed to underpin a party political campaign.</p>
Department context	<p>WWF-Australia's strategy requires all staff to support the delivery of eight conservation goals: Secure Sustainable Food, Save Threatened Species, Create a Low Carbon Future, Protect our Marine Life, Conserve Nature with Equity, Stop Big Bad Things, Engage Millions of People as a Voice For Nature, and Grow Investment into Conservation Impact.</p> <p>The Impact Partnerships team connects people and organisations with a desire to improve the state of the planet, and who are proud to leverage their resources and influence to fund WWF's conservation and sustainable development work. The team is focused on four priority areas: Philanthropy, Sustainable Business and Corporate Partnerships, Grants (Government, Private and Corporate Foundations) and Impact Investing. Through relationship management, the Impact Partnerships team empowers partners to make real and lasting contributions in protecting the natural environment and helping support the communities that share them.</p>



Purpose of job

The Head of Impact Partnerships leads WWF-Australia's national engagement with and generation of funding via Philanthropy, Sustainable Business and Corporate Partnerships, Grants (Government, Private and Corporate Foundations) and Impact Investing. The position is responsible for strengthening WWF's ability to achieve its strategic objectives through the generation and growth of lasting relationships and sustainable financial support.

Key accountabilities

- Sets the strategy to meet WWF's targets for ambitious and sustained year-on-year income growth.
- Oversees the planning, development, implementation and monitoring of Impact Partnership team operations (pipeline management, relationship/account management and partner stewardship).
- Maintains a personal portfolio of prospects and partners, initiates and develops relationships with prospective partners with a view to gaining financial support with a focus on transformational partnerships.
- Provides expert advice and support to the Board, CEO, Executive and Leadership Team concerning Impact Partnerships, including regular pipeline reporting and with particular emphasis on relationships and opportunities.
- Oversees the development, implementation and evaluation of partner solicitation strategies, providing leadership and individual approach strategies to the Impact Partnership team and other WWF staff.
- Identifies prospects through a variety of means which may be through referrals from Board, Governors, staff and current supporters.
- Collaborates with Conservation to use the Strategic Plan to create visionary, compelling propositions for partners, including integrated organisation-wide campaigns.
- Integrates the practice and understanding of Philanthropy, Sustainable Business and Corporate Partnerships, Grants (Government, Private and Corporate Foundations) and Impact Investing across all areas of WWF and develops systems to integrate processes with the resources available across the organisation.
- Maintains sector expertise through research and analysis to ensure strategic and opportunistic relationships and new trends are leveraged.
- Engages with WWF's innovation methodologies and collaborates with internal and external stakeholders to develop new concepts and approaches to giving.

Job level responsibilities

As a **people manager**, at a multi-program level:

- Contributes to strategic leadership that drives improvement, innovation and results across one or more programs/teams.
- Performs financial, risk and quality management and contributes to departmental reporting at Board/Executive Level.
- Builds high performance, collaborative teams, driving change through people, and developing individual competence by attracting, coaching, developing and retaining talent.
- Directs compliance with legislation and standards, manages policies and practices, particularly Advocacy with Excellence, Information Security, health and safety, child protection, security, sustainability, Information Security, and equal employment opportunity.
- Aligns work and staff with WWF's mission, Guiding Principles, Brand and I-CCaRe values, Acts with Integrity, Collaboration, Courage, Respect.
- Champions the brand to build trust and optimises brand opportunities to drive donor and partnership engagement
- Represents WWF-Australia as an influential technical expert/authority within discipline nationally and internationally.
- Seeks approval from the CEO for international travel.



Relationships & communications

Team-working is WWF's preferred way of working requiring positive and constructive relationships across the organisation. Key relationships include:

- CEO, Board, Governors, and Leadership Team to coordinate strategic integration, synergies and opportunities across the organisation.
- Current and prospective donors, and associated stakeholders.
- Business and philanthropic networks.

Job Challenges

- The position requires the skills to build trust and work collaboratively to achieve engagement across diverse teams and donors.
- The position requires relationship skills to deliver on targets to generate and grow strong, long-term sustainable income.
- The geographically dispersed nature of WWF requires communication and engagement skills.
- Maintaining knowledge of WWF's strategic objectives and activities and communicating this to the public and supporters in an engaging, meaningful way.
- Establishing and growing a philanthropy presence and program within new areas in a competitive market.

Essential selection criteria

- Demonstrated significant strategic level experience in fundraising and philanthropic giving.
- Proven track record in forecasting, developing and implementing philanthropy and engagement plans for both new and existing donors.
- Demonstrated record of delivering against revenue targets.
- Demonstrated people leadership and management experience, with a track record creating constructive team cultures and developing talent.
- A commitment to ethical standards of behaviour and ability to exercise good judgement and discretion.
- Demonstrated excellent high-level communication and negotiation skills and experience in requesting and gaining philanthropic support.
- Excellent interpersonal, influencing and high-level networking skills and experience in building value-add relationships with a diverse range of people.
- Demonstrated advanced project management, analysis and reporting skills.
- Demonstrated ability in writing and presenting engaging proposals to groups.
- Strong initiative and drive, and ability to work both autonomously and within team (virtual) environments.

Desirable selection criteria

- Interest in, and understanding of environmental conservation and sustainable development
- Well developed understanding of current fundraising/philanthropy market and trends.
- An understanding of, and support for, workplace sustainability principles.

Credentials

- Tertiary qualification in Marketing, Business or a related field or equivalent experience.

Job requirements

- Employment screening checks.
- A registered/insured vehicle suitable for travel (usage to be reimbursed at Australian Tax Office rates).
- After hours work on infrequent occasions.
- Interstate/international travel infrequently and with advance notice.

How to apply

Applicants can apply via http://www.wwf.org.au/about_us/work_with_wwf/. Only those applicants applying online via the eRecruitment System will be considered.



Please include the following two attachments: (1) a cover letter/statements against the selection criteria and (2) your resume (CV), including two referees.