

Business Relationship Manager

Mission	To inspire and empower communities to clean up, fix up and conserve our environment
Vision	To empower communities to reduce the environmental impacts of waste
Achievements	For over three decades, 19 million Australians have devoted more than 38.5 million hours to Clean Up programs. Along the way we have also directly influenced resource recovery and single use eradication campaigns and been instrumental in delivery of innovative environmental projects.
What's Next	Increased corporate participation in clean up events and activities. Issues-based advocacy partnerships that deliver projects, events and campaigns to encourage and reward more responsible behaviour to reduce human impact on our precious environment.

Our Culture

Clean Up is a small, committed team of skilled collaborators, members of which are passionate about engaging Australians in solutions – whether at home, school, work or play.

We believe every person can make a difference, and once you start, the rewards are so addictive, it is difficult to stop.

Our working environment allows each of us flexibility to manage workloads while regularly coming together as and when needed.

We are committed to equal employment opportunity for every team member and to providing individuals with a safe work environment free of discrimination or harassment.

Over the past 32 years, Clean Up Australia has forged and solidified connections with local communities, businesses and councils across Australia.

In order to grow the impact of our activities and events, we need to better understand and leverage networks where individuals access information that triggers action.

Part of this strategy is to develop and leverage corporate networks that support participation in Clean Up Australia events and activities all year round.

Changemakers

We see all businesses across Australia as potential changemakers.

Changemakers can:

- Directly influence their supply chain
- Develop, introduce and/or support innovation
- Spread messages in support of environmental initiatives
- Organise events for their staff and other stakeholders which spread awareness and improve the environment
- Report outcomes and promote achievements

- Raise funds for issues and activities that resonate with them

Clean Up Australia actively reaches out to potential corporate changemakers to provide support and guidance on planning, implementing and communicating change. Utilising existing resources and building new, customised tools to deliver specific outcomes, we offer individuals and business groups practical action, support materials and impact-based reporting.

Clean Up leverages networks and media channels to encourage corporate participation in activities and events that:

- Educate
- Build teams
- Recognise and reward participation
- Encourage demonstrable behaviour change
- Initiate and/or recognise and promote innovation
- Secure income that allows us to expand delivery of topical programs.

Corporate Partnership Objectives

Clean Up Australia wants to extend its impact through connections with businesses that trigger and encourage participation in Clean Up events and activities.

The Business Relationship Manager role will support participation and income targets encompassing:

1. Individual and team participation in business-based action
2. Issues-based engagement that leads to measurable outcomes

Increased participation in business-based action

Through a range of engagement options for businesses, Clean Up Australia ensures our impact is both significant and vibrant, positioning us as one of the key organisations which can affect practical change and make a real difference to environmental stewardship.

Your role is to encourage, recognise and reward business participation in the range of events and activities Clean Up currently offers; as well as proactively identify, develop and deliver new opportunities that reflect and meet the needs of the changing workplace.

Issues-based partnerships

Clean Up's corporate partnerships appeal to businesses with either single or multiple divisions and/or locations encouraging their teams to take local action. This can take the form of education programs via workshops and/or seminars, practical event-based action or workplace giving.

Your role includes brokering and managing outcome-driven corporate partnerships that align with Clean Up's advocacy position across resource recovery and/or circular economy solutions.

Corporate partnership deliverables

1. Event/activity:

- Proactively contribute to growth strategies and plans
- Deliver and support business participation events and/or actions to achieve participation and financial targets
- Be the first point of contact for business participants, encouraging and servicing increased participation, while monitoring progress, providing support and advice
- Scope, develop, deliver and monitor any incentive programs that will increase participation
- Working with the Operations officer, manage event-based admin associated with business participation
- Recruit, train and manage office volunteers to assist with delivery of business-based initiatives
- Impact report on Clean Up Australia events, campaigns, projects and activity outcomes for business channels.

2. Corporate Partnerships:

- Identify and map business strengths and customer needs
- Research business opportunities and viable income streams
- Follow industry trends
- Renew or engage corporate partnerships to meet and/or exceed FY participation and financial targets
- Manage and retain relationships with existing partners
- Actively identify and broker opportunities for fully-funded partnerships that allow Clean Up to deliver messaging and action aligned with our position on key advocacy issues.

3. Communications/Marketing

- Develop an in-depth knowledge of business products and Clean Up's value proposition
- Maintain excellent communication between all participating businesses and CUA
- Identify and recruit the support and participation of Business Allies [non-financial networking partners]; ensuring that CUA fulfils its obligations within these partnerships
- Prepare and deliver business-based presentations to external stakeholders and partners
- Draft and review partnership contracts
- Create and deliver marketing opportunities to help corporate partners promote their relationship with Clean Up
- Ensure all references to business participation on Clean Up's platforms remain relevant and up to date
- Identify publicity opportunities that feed into media campaigns that support events and initiatives
- Provide content for regular communications with business partners, participants, networks and allies
- Work with external agencies to promote corporate partnerships where needed
- Attend external events to promote business participation and its outcomes to the wider community
- Provide quarterly management reports that support target-delivery
- Review and report on successes and areas needing improvement

Attributes you will bring to the team:

- Track record of building strong internal and external relationships
- Proven and strong track record of working to and exceeding targets
- Demonstrable networks within the business community
- Proven commercial acumen
- Results-based project and stakeholder management experience
- Strong attention to detail and record-keeping
- High level negotiation and conflict resolution skills
- Experience with design & implementation of business development strategy
- Ability to work independently while ensuring other team members are aware of progress
- Proactive and positive attitude and mind-set
- Great communication and marketing skills
- Proactive problem-solving & critical thinking

Reporting

The role reports to the CEO.