



Business Development Manager

Position Description

Key Relationships	<ul style="list-style-type: none">Reports to General ManagerManages Partnerships teamManages some key accountsCollaborates with Head of Departments and Senior Leadership Team
Location of Role	<ul style="list-style-type: none">Sydney CBD office12 days of travel to Cape York, Arnhem Land, Central Australia, the Kimberley or Lake Mungo per yearOccasional travel to state capitals for client meetings
Term	<ul style="list-style-type: none">Full-TimeStart Date: January 23rd 2023

Are you experienced leading the B2B growth efforts in a rapidly scaling company? Do you have experience in leading the business development, sales or account management team within an organisation? Can you devise a long-term growth strategy and manage a team to turn it into a reality?

Red Earth is looking for a Business Development Manager who is passionate about helping to lead an organisation that connects people to remote Indigenous Australia. This role will be primarily Sydney based with opportunity to travel to interstate capital cities and to our beautiful partner regions in the Kimberley, Arnhem Land, Central Australia, Lake Mungo and Cape York.

This is an opportunity to join us at an important stage in our maturation as we scale rapidly to 'close the gap' and play a leading role in the Australian social-enterprise sector.

Team Outline

We are a small social enterprise with 31 employees (FTE) who are passionate about connecting people to remote Indigenous Australia. We do this by building 6 – 10-day immersion programs where small groups of participants travel to remote Indigenous communities and homelands to learn from Elders and their families, visit cultural sites, and volunteer on a service project in the community. The majority of our programs involve high-school aged students, but we are increasingly expanding our reach in adult markets.

You will be based in our Sydney office with occasional travel to interstate capital cities and the chance to travel once a year to remote areas in the Kimberley, Cape York, Arnhem Land, Central Australia and Lake Mungo National Park. You will be high-energy, have a pragmatic 'get things done' approach to client relationships, and a real passion for Indigenous Australia and working with young people.



Role Outline

You will report to the General Manager, manage our Business Development and Partnerships team, and work closely with heads of departments in our delivery teams. Specifically, the role has the following main components:

1. *Refining and executing our BD strategy to maximise revenue:* you will report to the General Manager and be the person chiefly responsible for increasing Red Earth's revenue. This will involve refining and implementing our Business Development plan, as well as managing the execution of all BD activities.
2. *Manage Partnerships Team:* with the help of senior team members, you will manage a team of 7 Partnership Managers to ensure that clients receive great service in their engagement with Red Earth.
3. *Account Management and Presenting:* you will hold some key accounts and be a strong public speaker when presenting about our programs to stakeholders.
4. *Cross-team collaboration:* as a member of the Senior Leadership Team, you will be responsible for effectively communicating the business development strategy with Heads of Departments across the company.

You will be involved in each stage of our growth cycle and develop a detailed understanding of all facets of Red Earth's operations.

Desired Knowledge, Skills & Experience

- 🌀 Experience heading a B2B sales, business development or partnerships team
- 🌀 Experience managing a team
- 🌀 Experience designing and executing growth strategy within a B2B company
- 🌀 Experience managing key accounts
- 🌀 Aptitude for public speaking and presenting

How to Apply

To apply for this position, email your CV and a Cover Letter to:

Arthur Alla (arthur@redearth.edu.au), and
Stuart Gregg (stuart@redearth.edu.au)

Please address the Desired Knowledge, Skills & Experience and Role Outline in your cover letter (please use dot points).

Red Earth is an equal opportunity employer. We encourage people who identify as Aboriginal and or Torres Strait Islander to apply.