



Head of Corporate Partnerships

Police Citizens Youth Clubs NSW Ltd

ABOUT THE JOB

In this high-impact role, you will be a key member of the Fundraising and Marketing leadership team and will focus on developing high value, strategic new corporate partnerships.

- **Full Time role**
- **Hybrid working environment**
- **Brilliant team culture within a supportive and collaborative organisation**

ABOUT THE ROLE

You will be a senior member of the Fundraising and Marketing leadership team. Your primary responsibilities will include developing and leading the partnerships and workplace giving strategy, forging strong external relationships to enhance the organisations impact and revenue generation in line with their mission-based objectives.

Reporting to the GM of Fundraising and Marketing, a central focus of your role will be identifying and retaining new key corporate partners and you will optimise engagement, events and fundraising opportunities, fostering long-term, mutually beneficial relationships through donations, sponsorships, cause-related marketing, and workplace giving.

With a mandate for profitable, sustainable growth, you will have the autonomy to engage with strategic partners at an executive level and will drive the development of the corporate partnerships program for PCYC NSW. Reporting into you will be a Corporate Partnerships & Engagement Manager and a Corporate Events and Experience Manager.

You will be a dynamic, ambitious and tenacious partnerships professional with a background in developing strategic, high value and brand aligned partnerships. With a passion to acquire new business and the confidence to talk the talk and walk the walk you will be able to exceed financial targets and will be motivated and inspired by the opportunity to build a new partnerships portfolio at this iconic youth charity.

Key Responsibilities

- Lead on the development and execution of a new business corporate partnerships strategy
- Actively seek out new strategic partnerships that offer brand alignment, in-kind contributions, and revenue generating opportunities
- Optimise engagement and fundraising potential with strategic partners through donations, sponsorships, cause-related marketing, and workplace giving
- Identify, nurture, and secure new strategic partnerships that align with mission and objectives
- Enhance and expand the established and thriving Workplace Giving program
- Manage and support a team of two partnerships professionals
- Develop and steward relationships with corporate foundations, preparing and submitting applications for corporate grants
- Develop and maintain a robust new business pipeline for partnership opportunities
- Collaborate with partners to identify mutually beneficial opportunities and maximise engagement and outcomes
- Manage the full lifecycle of new partnership development from prospect, relationship development, pitching and presenting through to contract development and partnership management, with the support of your team

- Work closely with the broader Marketing and Fundraising team to ensure partnership activities align with organisational goals and brand
- Budget and reporting management for the partnerships portfolio
- Monitor and assess financial performance against targets, identifying areas for improvement and implementing necessary actions

ABOUT US

Established in 1937, PCYC NSW is a life changing charity collaborating in partnership with communities and NSW Police to empower youth, get kids active in life and reduce and prevent youth crime. We have sixty-six clubs and eighteen OOSH services across NSW, with a vision for significant growth.

Our aim is to engage with and positively influence over 70,000 youth members through mainstream sport, recreation, education, leadership, and cultural programs. We also work with at-risk youth to break the cycle of disadvantage through crime prevention, vocational education, youth capacity building and social responsibility programs to enhance the life direction and outcomes of over 7,500 youth per year.

YOU WILL HAVE:

- Demonstrated success in identifying and fostering high-level strategic partnerships, along with effective relationship and account management within the not-for-profit sector, or a relevant commercial setting
- A background in new business development with a strong drive to surpass goals and financial targets
- Successful track record in acquiring, managing, and developing strategic high value partnerships
- Strong commercial acumen with the ability to develop innovative and ambitious partnership opportunities
- Exceptional verbal and written communication skills with outstanding presentation and pitching capabilities
- Ability to collaborate with a diverse range of stakeholders
- Demonstrated skills in influencing and negotiating and the ability to engage with senior level executives

UNIQUE INCENTIVES TO WORK WITH US

- Enjoy generous not-for-profit salary packaging benefits of up to \$15,899 per annum tax free.
- Use a further \$2,650 of your pre-tax income for entertainment expenses with a Meals and Entertainment Card.
- Access to our employee rewards benefits with discounts across food, retail, and travel.
- Enjoy generous leave entitlements including additional paid leave.
- Access Fitness Passport Membership and free PCYC gym membership at participating clubs.
- Workplace flexibility.
- Onsite parking

Click "**Apply Now**" to submit your application.

Do not miss this opportunity to work for an organisation with a proud and extensive 86-year legacy, where you empower young people and change lives.

PCYC is a Child Safe Organisation and an Equal Employment Opportunity (EEO) Employer that is committed to diversity and inclusion. We encourage all applicants to apply!

Please note: The successful candidate will be required to obtain a Working with Children Check and National Police Criminal History Background Check (Less than 6 months old).

The position will require travel across NSW.