

Role Description:

Partnerships Lead

Reports to	Senior Partnerships Manager
Employment Status	Full Time, Permanent Employee
Working Hours	Standard business hours and additional time as required by the role

Role Purpose

The Partnerships Lead plays a pivotal role in helping Orange Sky grow our impact by identifying, pitching, and securing high-value relationships with brand new corporate partners. Focused on new business acquisition and commercial sponsorships this role is entirely dedicated to the proactive growth discipline of our corporate and community revenue streams.

You will lead the execution of our sector-aligned acquisition strategy, building a consistent pipeline of new prospects, and delivering pitches that reflect Orange Sky's values and mission. Once a corporate agreement is successfully secured, you will manage a seamless transition of the accounts team, ensuring your focus remains entirely on scaling new revenue to support our ambitious long-term growth targets.

Role Relationships

- The Partnerships Lead will develop close working relationships with internal and external stakeholders, focusing on potential new partners and community groups for Orange Sky Australia (OSA).
- In particular, this role relies on building excellent collaborative working relationships with the fundraising, partnerships, marketing, and operations teams to co-design assets and align value propositions.
- The role reports to the Senior Partnerships Manager, and will work closely with the Partnerships Lead and Events & Community Fundraising Specialist, to align

prospecting activities with our overall growth strategy. The role works both autonomously and in a highly collaborative team environment.

Role Responsibilities

New Business Acquisition & Pitching

- Identify, qualify, and secure a consistent pipeline of new corporate partners, driving revenue growth aligned with organisational targets.
- Undertake proactive acquisition pitching to target specific commercial sectors that strongly align with Orange Sky's brand and supporter audiences.
- Lead sales cycles for securing matched funding partners and campaign corporate sponsors to amplify giving days and major public appeals.
- Lead on the development of tailored partnership proposals, new business pitches, and bespoke commercial value propositions that bring our mission to life.

Pipeline Management & Hand-off Execution

- Maintain full accountability for the active new business pipeline, moving cold and warm prospects efficiently from initial outreach through to contract signing.
- Successfully close new corporate partnership agreements and execute a structured, seamless internal hand-off process to the account management team for ongoing stewardship.
- Track, report, and forecast sales pipeline performance, conversion rates, and financial milestones using Salesforce and other tracking tools.
- Bring a lens of continuous improvement to lead generation systems, prospect screening, and outbound conversion metrics.

Leadership and Collaboration

- Actively contribute to building a strong and connected fundraising and partnerships team culture.
- Collaborate with marketing and operations teams to ensure new partnership proposals are operationally feasible and strongly aligned with brand guidelines.
- Build trusted external networks, acting as a connector to integrate and introduce potential corporate supporters to our Orange Sky community.
- Role model Orange Sky's values and contribute positively to our team culture.

Strategic Thinking & Growth

- Identify and pursue high-growth sector opportunities, mapping new industry trends, tax-advantaged corporate giving models, and workplace engagement initiatives.
- Contribute specialist outbound business development knowledge to the broader Fundraising and Partnerships strategy and annual planning cycles.

Key Skills and Experience

- Experienced in a business development, corporate sales, or proactive fundraising acquisition role (minimum 3–5 years of experience within a similar role).
- A natural networker and relationship builder, confident cold-calling, presenting to executives, and engaging a variety of senior commercial stakeholders.
- Strategic, target-driven, and data-savvy with a demonstrated ability to analyze market opportunities, plan outreach, and convert prospects.
- An excellent communicator (written, verbal, and digital) with a knack for turning complex impact numbers into highly compelling sales stories and decks.
- Organized, adaptable, and proactive, comfortable managing a high volume of active leads and navigating complex corporate decision-making structures.
- Skilled in using Google Workspace, Microsoft 365, pipeline/CRM systems (preferred Salesforce experience), and digital project collaboration tools (Asana).
- A team player, ready to support and collaborate within a values-driven environment.
- Passionate about Orange Sky's mission, and ready to help create impact in the community.
- Current full Driver's License.

FIND US



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