

POSITION DESCRIPTION

STRATEGIC PARTNERSHIPS MANAGER

EMPLOYMENT	Fixed-term part-time (12 months), 0.5 FTE (19 hours a week), with a view to extension subject to funding
SALARY	SCHADS Level 6: \$115,337 full-time equivalent (\$57,669 pro rata) plus superannuation and not-for-profit salary packaging
LOCATION	Fully remote, anywhere in Australia
REPORTS TO	Chief Executive Officer
START	As soon as possible

ABOUT AMHF

The Australian Men's Health Forum (AMHF) is the national peak body for the health and wellbeing of boys and men. We bring together the organisations working in men's health and turn sector knowledge into coordinated action and national policy influence.

Our purpose is a healthier, more connected Australia in which boys and men are valued, supported and able to thrive.

AMHF is entering a period of renewal under a new CEO and a 2026–27 strategy focused on national advocacy, member growth and new revenue. We're a lean, fully remote team working with a CEO who moves quickly, so you'll have real responsibility from day one and see your work make a difference fast.

We use AI tools in our everyday work for research, drafting, analysis and admin. This is how a small team like ours gets a lot done, and it frees our people to focus on relationships, judgement and impact. You'll use these tools every day and help us find new ways to use them well.

WORKING WITH US

- **Fully remote:** work entirely remotely from anywhere in Australia, with a suitable home workspace and reliable internet.
- **Your hours, your way:** the role is 19 hours a week and we're open to how you work them. That might be two longer days, three days, or around 3.8 hours a day across five days. Tell us what works best for you.

- **Salary packaging:** not-for-profit salary packaging is available to increase your take-home pay.
- **Travel:** occasional interstate travel for meetings and events.
- **Conditions:** a National Police Check and the right to work in Australia are required.

ROLE PURPOSE

AMHF is in a period of growth. As we build a stronger national voice for boys' and men's health, we're also building a more diverse and sustainable income base, so our work doesn't rely on government funding alone.

The Strategic Partnerships Manager leads this work. You will develop corporate partnerships, shape new services for our members, and explore other ways AMHF can earn income in line with its purpose. New revenue is a key priority for AMHF in 2026–27, so you'll have the CEO's full backing to move quickly.

This role suits someone who enjoys building something new and seeing their work turn into real partnerships and real income.

KEY RESPONSIBILITIES

CORPORATE PARTNERSHIPS AND SPONSORSHIP

- Identify, research and approach corporate partners whose values align with men's health, in line with AMHF's partnership policy
- Develop partnership and sponsorship packages, proposals and pitches
- Negotiate agreements and manage partners so they renew and grow
- Develop workplace men's health and co-branded partnership opportunities

MEMBER SERVICES

- Scope and develop AMHF's shared services model with the CEO, including member needs, pricing and partner providers
- Bring approved services to market and grow member take-up
- Promote and grow AMHF's auspice service for members

NEW REVENUE STREAMS

- Identify and test other earned-income opportunities that fit AMHF's purpose
- Build the case for promising opportunities and present them to the CEO for decision

PIPELINE AND REPORTING

- Maintain one revenue pipeline in our CRM
- Coordinate with the CEO, who leads government grants, so no funder or partner is approached twice
- Report monthly to the CEO on pipeline, income and forecasts

SUCCESS IN THE FIRST 12 MONTHS

- A partnership prospectus and prospect list in place within the first month
- New partnerships and services contributing significantly to AMHF's new revenue goals for FY2026–27
- New corporate partners secured and actively engaged

- At least one new earned-income opportunity scoped and tested
- A shared services model scoped and, once approved, piloted with members
- A well-maintained pipeline that gives the CEO and Board a reliable revenue forecast

KEY RELATIONSHIPS

- **Internal:** CEO, Policy and Impact Manager (evidence and impact data for proposals), Executive Assistant and Operations Officer
- **External:** corporate partners and sponsors, member organisations, service provider partners

SELECTION CRITERIA

ESSENTIAL

- Proven track record securing corporate partnerships, sponsorships or new business
- Ability to build a pipeline from scratch and close deals
- Experience developing or commercialising products or services
- Excellent written and verbal communication, including proposals and pitches
- Self-motivated and organised, with experience working remotely
- Confident using CRMs and digital tools
- Comfortable working at pace in a small team, and confident using AI tools in your work (or keen to learn quickly)

DESIRABLE

- Experience in the health, not-for-profit or membership sector
- Existing networks among Australian corporates
- Experience in social enterprise or member services
- Understanding of men's health or workplace wellbeing

ENQUIRIES Chloe Jesson, CEO — ceo@amhf.org.au