



Position Description

Partnerships Lead

REPORTING TO:	Head of Strategic & Digital Fundraising
WORK LOCATION:	Melbourne (Wurundjeri Country)
GRADE:	5
SALARY (FTE):	\$107,568 plus 12.5% superannuation
STATUS:	Permanent, full-time or part-time
HOURS:	30 or 37.5 per week

WHO WE ARE

We're the Australian Conservation Foundation, Australia's national environment organisation.

Since 1965, we've protected the air we breathe, the water we drink and the places we love. Driven by the power of people, we won World Heritage listing for the Great Barrier Reef and Kakadu National Park; we secured the \$10 billion national clean energy bank, and we returned precious water to the rivers of the Murray-Darling.

We influence governments and businesses to protect the animals, rivers and reefs close to our hearts and hold decision-makers to account without fear or favour. Everything we do is evidence-based and helps nature and people thrive for generations to come.

We won't give up until Australia's nature is protected and regenerated.

THE FUNDRAISING DIRECTORATE

The Directorate is responsible for raising revenue by engaging donors in our mission through regular giving, individual giving, gifts in wills, major gifts, community and corporate fundraising. Our focus is on finding, retaining, and stewarding donors who enable ACF to deliver on our bold environmental goals.

With the planet facing a climate and nature crisis, ACF is pursuing an ambitious growth strategy to increase annual fundraising income by more than 50% over the next four years.

THE ROLE

The ACF Partnerships Lead is responsible for developing, managing and growing a portfolio of corporate, workplace giving and community partnerships that generate sustainable revenue and long-term support for the Australian Conservation Foundation.

Working closely with existing and prospective partners, the role identifies new business opportunities, delivers exceptional partnership experiences and ensures all partnership commitments are fulfilled. The Partnerships



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needs us,
now**

Lead represents ACF within the community, building meaningful relationships that increase fundraising income while strengthening awareness of ACF's purpose and impact.

KEY COLLABORATIONS

The Partnerships Lead reports to the Head of Strategic & Digital Fundraising and works collaboratively across the Fundraising Directorate and broader ACF teams to deliver integrated partnerships outcomes.

KEY RESPONSIBILITIES

- Manage and grow a portfolio of corporate, workplace giving and community partnerships to achieve fundraising targets, including pipeline management and forecasting.
- Secure new partnerships and donated goods and services (DG&S) to support fundraising, campaigns and events.
- Deliver exceptional stewardship to maximise partner retention and long-term value.
- Develop partnership proposals, presentations and engagement opportunities.
- Collaborate across teams to deliver integrated partnership outcomes, including Australia's Biggest Bushwalk and other ACF initiatives
- Represent ACF professionally at in-person partner meetings and events. Some travel may be required.
- Observe safe working practices and protect your own health and safety, and that of others.
- Undertake other duties as reasonably requested by your manager.

KEY SELECTION CRITERIA

1. **Partnerships & Business Development:** Experience in corporate partnerships, fundraising, sponsorship, account management or business development, with the ability to secure and grow partnerships
2. **Relationship Management:** Strong stakeholder engagement, influencing and relationship-building skills
3. **Commercial Acumen:** Experience managing partnership pipelines, forecasting and achieving revenue targets
4. **Communication & Collaboration:** Excellent communication skills, with the ability to develop and pitch partnership proposals, deliver presentations, and work effectively across teams
5. **Organisation & Systems:** Strong organisational skills and experience using CRM systems to manage partnerships and reporting. Experience with Blackbaud CRM is desirable
6. **Professional Practice:** Membership of the Fundraising Institute Australasia (MFIA) is highly desirable.



OUR VALUES

Bold - We aim high and act with courage. We're curious, innovative and unafraid to try new things. We learn from failure. We stay committed to big goals and to the scale of change needed.

Fair - We fight for fair outcomes for people and nature. We work to transform the systems driving the climate and extinction crises. We listen to and work alongside First Nations Peoples who have cared for Country since time immemorial.

Evidence based - The truth matters. We use evidence and judgement to guide decisions and fight mis and disinformation.

Stronger together - We work across teams, communities and partners because that's how we have the biggest impact.

Fun - We bring joy, hope and fun that connects people with nature and each other, making people feel part of something bigger. We celebrate wins and nurture the relationships that sustain long-term change.

Diversity is strength - We're inspired by the ecosystems we work to protect diversity makes us strong. We build a movement where people of all walks of life are welcome and belong, and where many perspectives help us solve big challenges.



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