

POSITION	Head of Partnerships – Fundraising
SALARY	Commensurate on experience
EMPLOYMENT TYPE	Full Time
LOCATION	Sydney
START	October 2019

batyr is a for purpose organisation that focuses on preventative education in the area of young people's mental health. We deliver programs and training to educate people to speak about their experiences and start a conversation in their community. batyr also provides speakers to schools, universities and corporations that engage, educate and empower the audience to learn from the experiences of others and to reach out to the great services around them when they need it and to know it is ok to not be ok.

We are an energetic, fun and dynamic team who are passionate about changing the way we speak about mental health and empowering young people to reach out for support when they need it. Excitingly, we are on the hunt to build our team with even more passionate, skilled and driven people to continue to develop our high-performance culture and expand the reach and impact of batyr. This is an opportunity for someone to help drive batyr to the next level of success and will be a pivotal role within the organisations leadership.

working with us

At batyr, we make sure we have fun while doing important work. We care deeply about those we welcome into our work-family and do our best to take care of our team. We do this by:

- providing all permanent staff with a wellbeing budget that you can use for the gym, new surfboard, pottery class, ukulele lessons... almost whatever you need to help keep you feeling good
- ongoing professional training and wellbeing sessions
- internal and external mentoring
- wellbeing leave - your personal leave doesn't just have to be for sick days, at batyr you can also use this leave to support your mental health and wellbeing
- mid-year and start-of-year full team retreats
- flexible working arrangements

about you

You care deeply about work with purpose. You understand the key role that building relationships, developing strategy and creating innovative, revenue raising ideas plays in ensuring batyr's mission is achieved. You will work with a team who bounce out of bed sans-coffee every day because they are fuelled by a passion to make a meaningful difference. You're a catalyst who uses initiative to get things done autonomously and likes to try different ways of approaching challenges and thinking outside the square. You're a people person that values relationships and creating mutually beneficial partnerships. You want as many people as possible to hear about the impact batyr can have and how they can be involved. You aren't afraid to put out an ask but know how to make people feel engaged in the process and the wins along the way. You love to celebrate the wins but know that every win just opens the door for another opportunity.

As with all of our employees, you will have an active interest in tackling the stigma, in young people, around mental health and aligned to batyr's five values; empathy, inclusive, balance, positive and bold.

position summary

batyr has moved from strength to strength over the last eight years, growing from a small Sydney based team to an organisation with national presence and reach. We are currently entering into an exciting new phase in which we are restructuring the organisation to deliver against our strategic priorities for 2022. The Head of Partnerships - Fundraising will work closely with the partnership team, General Manager, advisory panel, finance committee and Board to deliver on budget and ensure batyr is a sustainable organisation into the future.

The Head of Partnerships – Fundraising will oversee all fundraising efforts and activities with particular focus on sustainable growth opportunities within the Philanthropy, Government and Corporate sectors. This role is also responsible for the ongoing management and direction of the partnerships team. Significant involvement in setting batyr’s annual budget and planning the growth trajectory into the future will also be requirements of the role.

The Head of Partnerships - Fundraising will report directly to the General Manager based in Sydney.

key responsibilities

- Source, grow and secure new long term, sustainable funding opportunities in line with set KPI’s
- Working closely with donors, fundraisers, family foundations, grants and developing relationships with corporate partners and Government
- Manage batyr’s major donor relationships and oversee fundraising activities including donor engagement, community events and fundraising as well as grant applications/acquittals
- Together with the General Manager and Head of Partnerships - Growth, develop a clear growth strategy, and targets for the partnerships team
- Build and maintain networks to grow batyr’s presence in the market
- Manage the partnerships team to ensure they are operating efficiently, by using quality communication, clear processes and established systems
- Track and maintain new and existing funding partnerships through our CRM (Salesforce) system

essential selection criteria

- At least 8 years experience in sales, strategy and/or partnerships roles
- Experience in a management role, with proven leadership skills
- Experience overseeing various aspects of event and project management including development, maintenance and evaluation
- Strong relationship building skills, for internal and external stakeholders
- Exceptional public speaking skills, with demonstrable ability to successfully present and pitch to a range of different stakeholders
- Proven experience enhancing existing systems and processes, and developing new ones; to ensure operational effectiveness
- Excellent written communication skills, ideally with experience compiling grant proposals
- Demonstrated initiative and self drive to achieve success.

desirable selection criteria

- Relevant tertiary qualifications
- Experience using Confluence, Google Drive and Salesforce (or other CRM platforms)
- Experience working in a NFP

how to apply

Please email your cover letter & CV to careers@batyr.com.au by 9:00am Monday 30 September, with the job title in the subject line.