



POSITION	Partnership Program Coordinator
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SALARY	\$58,100 p/a, inclusive of super
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EMPLOYMENT TYPE	Full Time
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LOCATION	Sydney
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START	May 2019
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batyr is a 'for purpose' preventative mental health organisation, created and driven by young people, for young people. We run programs that help smash the stigma surrounding mental health and empower young people to reach out for support. We help create supportive communities.

We are an energetic, fun and dynamic team who are excited to change the way we speak about mental health. 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. If you want a workplace where you can bring all of your full, weird and wonderful self to the office each day, this is the place.

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 support 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
- providing ongoing professional training and wellbeing sessions
- structured 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 end-of-year retreats
- flexible working arrangements

about you

In high school you were voted *Most Likely To Develop Meaningful Relationships That Will Change The World*. And that's because you care deeply about work with purpose, and understand that building relationships and creating innovative ideas for revenue is vital for modern NFPs to succeed. You feel comfortable chatting with uni students about the new turmeric-soy-latte that is so trendy right now. But you are equally at home in a corporate boardroom convincing potential partners to take a chance on you – and us. Because you're *that person*, the person who seems to know everyone and makes friends easily. The

person who can not only convince their friends to join them on a great adventure, but the one who comes up with a game plan to make sure it all happens smoothly - the perfect mashup of strategist, administrator and storyteller.

position summary

The Partnership Program Coordinator is a new role that will be responsible for managing and growing program requests from the tertiary education and corporate sectors. This unique role will require a mix of skills including sales, pitching, stakeholder management, negotiation, booking management, and program delivery to ensure that batyr continue to deliver high quality programs. Reporting to the Partnership Manager, this role will support the partnerships team to increase the impact of batyr's university and work programs, find new partnerships, and assist with the growth of batyr's fee for service funding model. In addition to this, the Partnership Program Coordinator will work closely with the Regional Team Leads and program booking team to ensure the smooth roll out of programs across the country.

key responsibilities

- Implement and review batyr's plan to deliver quality programs for the tertiary education and corporate sectors
- Assist with the targeting and acquisition of new batyr@uni/tertiary education partnerships and associated tender opportunities
- Promote and grow the batyr@work program across the corporate sector
- Understand the clients needs and work with the batyr team to ensure our programs keep the high engagement rates that batyr is well known for
- Manage all batyr@uni and batyr@work program EOIs and oversee the booking process
- Assist the Partnership Manager (and team) with ad hoc projects as needed to execute opportunities
- Ensuring batyr@work programs are properly resourced and delivered

essential selection criteria

- Ability to work in a small team and independently with limited resources
- High level of organisation with an ability to follow and implement systems and process and use initiative for continuous improvement
- Excellent interpersonal skills with a demonstrated ability to build strong relationships with internal and external stakeholders
- Outstanding communicator, both orally and written, who gets the vibe of batyr, with a good understanding of sales process and comfortable speaking in public
- Positive and enthusiastic collaborator who can work with a team spread out across Australia, and a willingness to uphold the inclusive and upbeat culture that is batyr
- Working with Children Check & Police Check (current or able to obtain prior to commencement)



desirable selection criteria

- 2 + years of relevant experience and/or qualifications, ideally in the Corporate or Tertiary sector
- Ability to develop and implement communication strategies, stakeholder engagement plans and/or project plans for various audiences
- Experience with Salesforce (or similar CRM system)
- Ability to engage and communicate with university/corporate senior executives

how to apply:

Please email your cover letter & CV to careers@batyr.com.au by 9:00am Monday 25th March, with the job title in the subject line.