

# Partnerships Manager

FULL TIME | LOCATION: VIC, SA OR NSW – WFH – Travel Required

- Are you a First Nations person committed to making a difference in schools and workplaces?
- Are you ready to use your relationship skills to help staff learn the true story of our shared history?
- Are you passionate about seeing better outcomes for First Nations people?

## ABOUT AUSTRALIANS TOGETHER

Australians Together is a not-for-profit organisation. We're a passionate and diverse group of First Nations people and non-Indigenous people who want to see lived experiences of First Nations people improved. We recognise there's a wound in the spirit of our nation, and for healing to take place, we need to work together. Our staff, consultants and collaborators are located across Australia, and we respectfully learn from, and partner with, First Nations cultural and community Elders and leaders, academics and educators

## THE ROLE

As a **Partnerships Manager**, your role will be to support, manage and maintain key partners and help engage and develop new relationships in schools and workplaces across Australia. You're driven by a desire to see educators embed First Nations perspectives in their school and classroom, to help the next generation learn more about Australia's shared history. You also have a passion working within the corporate sector to build cultural awareness and capability to bring about meaningful change within their organisation. Your high level of confidence, driven attitude and strong communication skills will gain the trust of leadership within schools and workplaces across Australia, with the goal of implementing the Australians Together suite of resources within them.

## YOU ARE ...

- **Always looking for an opportunity:** you have a keen eye for identifying and seeking potential prospects. This may include travelling to key meetings and conducting workshops. Your ability to listen and uncover their needs, by asking planned and thoughtful questions, will result in mutually beneficial partnerships. You have a tenacity to nurture and build an opportunity over a period of time to ensure it becomes a partnership.
- **Outstanding at managing relationships:** you have exceptional verbal and written communication skills and present in a professional manner. Your relationship-focused approach will ensure that when a partner is onboard, you can retain and grow the partnership accordingly.
- **Goals- and results-driven:** you enjoy the challenge and focus of having goals and you have a proven track record in achieving these goals and facilitating great outcomes for all involved.
- **Proactive with a can-do attitude:** you're an enthusiastic and motivated self-starter with a can-do approach. Although you thrive in a team environment, you work independently when needed. With your great time- management skills, you can plan and juggle to ensure everything runs smoothly.
- **A fast learner:** you have an innate ability to adapt to change and challenges while keeping your cool.

## EXPERIENCE AND SKILLS

### WORK EXPERIENCE & SKILLS

#### Essential:

- Strong skills and experience in relationship-building and negotiation
- Experience working with First Nations communities
- Experience working with senior management and leadership in the education sector and within workplaces
- Experience discussing education issues in academic circles
- Experience delivering workshops to adult audiences
- Experience delivering workshops to students within classrooms
- Understanding of current teaching trends and education-related issues
- Experience in sales partnerships/relations management and growth
- Experience using a CRM database and maintaining records
- Experience in project management, and excellent organisational skills, with high competency to manage various competing project priorities
- Excellent written and verbal communication skills
- Proficiency in Microsoft Office
- Current Australian driver's licence
- Ability to travel as required both locally and interstate, including overnight stays

#### Desirable:

- Experience in facilitating cultural learning experiences
- Understanding of the Australian Curriculum Aboriginal and Torres Strait Islander Histories and Cultures cross-curriculum priority
- Understanding of challenges for non-Indigenous teachers in embedding Aboriginal and Torres Strait Islander perspectives
- Understanding of the AITSL Standards and how they impact teacher practice
- Understanding of Agile project methodology with excellent organisational skills and competency to multitask on multiple projects
- Comfortable interacting as part of a team or autonomously as required
- Experience working in the not-for-profit sector
- A tertiary qualification in Education or a related field

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- We're committed to providing a culturally safe workplace.
  - Applicants need to have suitable work-from-home office arrangements.

***This position is designated for Aboriginal and/or Torres Strait Islander people under: Section 8(1) of the Racial Discrimination Act 1975 (Cth), Equal Opportunity Act 2010 (VIC) – Special Measure under Section 12, Anti-Discrimination Act 1977 (NSW) – Special Measure under Section 126, Equal Opportunity Act 1984 (SA) – Special Measure under Section 65***

### TO APPLY

Email [careers@australianstogether.org.au](mailto:careers@australianstogether.org.au) if you'd like a detailed job description, or if you think you're the right fit, email us your CV and cover letter. In your cover letter (max. 2 pages) include a pitch to show your suitability for the role. Please address the essential experience and state why you'd be a right fit for the role. Applications close at **03/03/2025**