



## **Position Description**

### **Corporate Partnerships Manager**

#### **Company Profile**

Bangarra is Australia's leading Aboriginal and Torres Strait Islander performing arts company, widely acclaimed nationally and around the world for its powerful dancing, distinctive theatrical voice and utterly unique soundscapes, music and design.

Over its 31-year history, Bangarra has created an extensive repertoire of distinctively Australian experiences weaving traditional and modern cultures seamlessly into its award-winning dance theatre productions. Alongside its acclaimed mainstage seasons, Bangarra's digital projects, national education and youth programs, promote awareness and understanding of Aboriginal and Torres Strait Island Cultures. The company tours extensively to national, regional and remote centres across Australia and internationally each year.

Bangarra has recently returned to its redeveloped home at 'the Wharf', including studios, offices and commercial event spaces within the Walsh Bay Arts Precinct.

#### **Position Description**

The Corporate Partnerships Manager is a pivotal company role. The position reports to the Development Director and responsibilities include high-level management and execution of activities and benefits for long-standing corporate partners and government funders, as well as successfully establishing and securing new corporate partnerships through business development nationally.

#### **Areas of Responsibility**

##### **Corporate Partnerships**

1. Manage all corporate partners, cash and in-kind, to create exceptional relationships with key contacts, deliver bespoke benefits, events and content creations in-line with partnership agreements.
2. Work in collaboration with the Development Coordinator to deliver ticketing and hospitality related benefits for corporate partners, including event management at performance venues and the Wharf.
3. Identify, cultivate and solicit new corporate partners with innovative and creative benefit packages and presentations, as well as introductions to the company via key events.
4. Actively monitor opportunities for grant applications for corporate foundations.
5. Manage the delivery of activities for successful corporate grants, including acquittals.
6. Develop and execute partnership agreements.
7. Maintain corporate partner (current and prospects) records and relationship progress within Tessitura CRM system.
8. Collaborate with Marketing to ensure appropriate acknowledgement of corporate partners, across all publications, digital and marketing materials. As well as develop marketing and media partnerships together.

9. Manage the corporate partnerships budget tracker for the global development budget.
10. Actively network with corporate partners and prospective partners at external events where possible.

### **Government Relations**

11. Work closely with the Development Director and Executive office to work collaboratively on government relationships, including funding applications and acquittals.
12. Monitor search activity for upcoming government grants and the coordination of internal relationships in the creation and delivery of these opportunities.
13. Manage the government budget tracker for the global development budget.
14. Maintain government contacts records and relationship progress within Tessitura CRM system.

### **General**

15. Build successful relationships and work closely with the company's Education and Youth team, Marketing and Communications team and Artistic team.
16. Attend community nights, opening nights and special events as needed – some occasional interstate travel is required.
17. Other duties reasonably required by the Development Director.

### **Skills & Expertise**

1. Experience in developing successful relationships with representatives from the corporate sector.
2. Demonstrated experience in securing major corporate partners within an arts, cultural and/or not-for-profit organisation.
3. Knowledge of fundraising principles and guidelines.
4. Highly developed written, oral communication, negotiation and presentation skills.
5. Knowledge of local and federal government funding environments.
6. Proven experience in developing and managing high level stakeholder events.
7. Proven ability to prioritise a high workload and juggle competing demands.
8. Ability to work autonomously but as part of a small team team.