



# Partnerships Manager

Adelaide, SA/NT

## OVERVIEW

**Organisation :** Destiny Rescue Australia

**Location :** Adelaide

**Work type :** Full-time

**Profession :** Advocacy, Corporate Social Responsibility, Customer Service, Fundraising, Grants & Philanthropy, Sales & Business Development

**Sector :** Community Development, Foundations, Trusts & Philanthropy, Humanitarian, Law, Justice & Human Rights, Overseas Aid & Development, Religion & Religious Groups

**Salary type :** Annual Package

**Note:** This position will remain open until a suitable candidate is found

Destiny Rescue is seeking a Partnership Manager in Adelaide, SA/NT to raise funds to rescue children who have been sold into sexual slavery. This highly autonomous role will see you building partnerships across corporates, individuals and churches in SA/NT.

## About the organisation

Destiny Rescue is an internationally recognised, Christian based, non-profit organisation dedicated to rescuing children trapped in the sex trade.

We exist to rescue kids from sex trafficking and exploitation and **help them stay free**. We are currently operating various programs in Thailand, Cambodia, the Philippines, Dominican Republic, Uganda and Nepal (plus 2 undisclosed countries). Destiny Rescue have offices in three donor nations: Australia, United States and New Zealand.

This is a unique opportunity to utilise your expertise in fundraising with major donors, corporates or church partnerships for a cause making significant impact by freeing children from slavery!

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## About the role

Reporting to the Executive Manager Partnerships, this role is based from home and we are looking for a highly motivated individual who wants to use their unique skill set to make a difference to the lives of children.

To be successful in this role, you will have a history of delivering outstanding results in fundraising and partnership management and inspiring people to support our work to rescue children trapped in the sex trade. You will be a skilled networker and communicator, both to large groups, in boardrooms and in a one on one situation. The position will be based in **Adelaide**, with an increased focus on **corporate and major gift partnerships**, although you will also manage and grow a portfolio of **Church Partners** and has the following responsibilities:

- Develop new partnerships with corporates, major givers, churches, businesses and community groups to increase Destiny Rescue's profile, impact and influence.
- Develop and implement strategies for growing Destiny Rescue's profile and fundraising opportunities in conjunction with the Executive Manager Partnerships.
- Maintain and strengthen existing relationships with corporates, major givers, churches, businesses, and community groups.
- Contribute to the planning and implementation of expansion strategies for all fundraising opportunities across your region.
- Present and speak at corporates, businesses, conferences, churches, and events as required to highlight the work of Destiny Rescue with the aim of engaging new supporters and partners.

## About You

We are seeking a dynamic **Partnerships Manager** with a history of delivering outstanding results in fundraising, relationships, corporate, sales, and frontline leadership. To be successful in this role, you will have at least five years of experience in fundraising with corporates, major donors or churches, with strong networks across the corporate, major donor or church space in your region. You'll be a driven, innovative, and dynamic leader, who is flexible in their communication style but also thrives in a changing environment and is able to pioneer new opportunities across the state. You'll have an innate ability to generate new supporters and raise awareness for the cause and that will be your driving force each day.

## Selection Criteria - essential criteria

- At least five years of experience in corporate, major donor or church fundraising, with demonstrated success in engaging with corporates, major donors or churches for fundraising in not-for-profit organisations.
- A demonstrated capacity to generate new leads that lead to awareness raising and fundraising by developing and managing relationships with external stakeholders

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- Proven track record of generating significant gifts from high net worth individuals, corporates or churches.
- Exemplary communication skills, including persuasive negotiating and public speaking abilities.
- Exemplary interpersonal skills, including the ability to network with people of diverse ages and backgrounds.
- Strong knowledge of **Adelaide and SA**, with strong existing networks across either corporate or churches.
- Tertiary qualifications in Sales, Marketing, Communication or equivalent experience.
- Knowledge of Customer Relationship Management software (e.g. Salesforce) and processes.
- Experience in a relationship building role (e.g. fundraising, sales, account management).
- Well-developed administrative skills.
- Current drivers licence.
- Current passport or willingness to secure one.

## Desirable Criteria

- Ability to identify and utilise new technologies to support relationship management.
- Knowledge of the fight against human trafficking and international development.

## How To Apply

To apply, please forward the following to **Sharyn Longhurst** - [sharyn.longhurst@destinyrescue.org](mailto:sharyn.longhurst@destinyrescue.org)

1. **Cover Letter**
2. **Answers to the selection criteria**
3. **Resume**

**NOTE:** Only applications which include a cover letter addressing the criteria will be considered.

For all enquiries please contact: **Sharyn Longhurst**, Destiny Rescue Australia **P: 1300 738 761**

This position will remain open until a suitable candidate is found.

## MISCONDUCT DISCLOSURE STATEMENT AND POLICE CHECK

As part of our interview process and in an effort to protect its stakeholders, Destiny Rescue Limited will request a Police Check and information from a job applicant's previous employers regarding any incidents of sexual exploitation, sexual abuse, sexual harassment and child abuse which the applicant may have been found to have committed or about which an investigation was in progress when the applicant's employment ended. By applying job applicants confirm they have no objection to Destiny Rescue Limited requesting the information specified above.