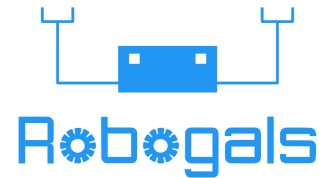


Business Development Manager/s

Robogals Global



Robogals is an international not-for-profit organisation (and registered with ACNC) with a clear vision to inspire, engage and empower young women into science, technology, engineering and mathematics-related (STEM) fields. This is achieved through fun and educational initiatives aimed at girls in primary and secondary school across the world. Since its inception in 2008, Robogals has engaged over 100,000 girls around the world. Find out more at: www.robogals.org.

Role Background

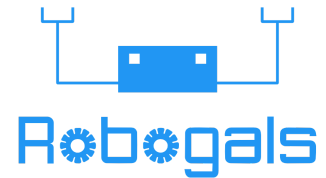
Robogals is seeking a Business Development Manager to support the organisation to grow sustainably by increasing the number, quality and value of partnerships and donations. By increasing partnerships, Robogals will be able to continue with select paid role/s, additional impact and reach to local/international chapters of volunteers and deliver events and workshops.

The Business Development Manager will report to the Chief Executive Officer (CEO) of Robogals Global and work closely with the Partnerships Sub Committee.

Role responsibilities

As Business Development Manager, you will demonstrate a can-do attitude focused on delivering project outcomes, while having a passion for inspiring girls and women about careers in engineering with a strong focus on building a culture of diversity and inclusion in engineering.

- Work closely with the Chief Executive Officer, to identify and pursue new business opportunities, maintain client relationships and achieve partner revenue and donation growth.
- Conduct market research, generate leads, review partner revenue and donation contracts, and collaborate with the Robogals Partnerships Committee to finalise contract arrangements.
- Work closely with the Chief Marketing Officer and develop a Business Development plan, taking into consideration industry trends, potential partners, revenue and donation strategies for Board decision, that support the organisations' Strategy
- Develop and maintain partnership prospectus, partnership agreements, partner engagement and communication.
- The scope of the role will be largely Australia, with the opportunity to consider global organisations, with the support of the Partnerships Sub Committee



Skills and qualifications

The successful candidate will possess:

- Prior and proven experience in a business development role, including successful track record in managing a portfolio of clients in the Australian market
- An existing network of established commercial contacts will be ideal
- Ability to demonstrate business development strategies and revenue growth and personal performance in the industry
- Leadership skills and operational excellence
- Excellent communication and negotiation skills
- Ability to coordinate between a range of stakeholders
- A creative mind and the ability to appreciate and respect diverse cultures

Who would be right for this role?

Someone who has great customer experience skills and an understanding of why industry companies would want to connect with Robogals.

Someone who is confident to support the Board and Leadership Team to meet the right industry and pitch solutions for a great enduring partnership.

Someone who enjoys attending events and meeting people, to advocate on behalf of Robogals.

Someone who enjoys making strong connections with partners and supporting relationship growth with partners.

Someone who is keen to grow their network further and nurture relationships to support Robogals growth.

Sound like you... apply below!

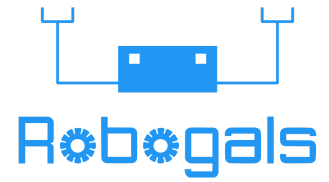
Application Process

Applicants for this position will be reviewed based on the required experience and skills outlined in the position description. We are seeking 1 role but open to 2 roles for the right candidates.

To apply, please email the Robogals P&C Committee at people@robogals.org with the following:

- Cover letter including a response to the selection criteria (max 1 page).
- Your CV (max 2 pages)

Applications close at **11:59pm AEDT 17 November 2023.**



Job Title:	Business Development Manager
Direct Reports:	Nil initially. May be an opportunity to recruit an additional Business Development candidate if partner targets are met/exceeded
Start date:	ASAP
Term:	12 months, with a potential to extend for a further 12 months if partner targets are met/exceeded
Location:	Anywhere with strong internet connection
Employment Basis:	Approx. 2-4 hrs per week
Remuneration:	Nil. This will be a volunteer role