



PARTNERSHIPS MANAGER

November 2018

Location: Level 1, 381 Brunswick St, Fortitude Valley
Reports to: Business Development Director
Work type: Full Time
Application due: December 4

OVERVIEW OF ORGANISATION

Transforming Lives and Communities through Music

Queensland Music Festival is a statewide celebration of musical excellence with an international reputation and unparalleled geographic reach. The best of local, national and international talent bring every conceivable musical style to Queenslanders from all walks of life, in Brisbane and regional and remote centres from the Torres Strait to the Gold Coast. Since 1999 the Festival has engaged more than a million people through projects in over 100 regions.

A Global Leader in Community Engagement

QMF employs highly skilled artists and musicians to work closely with communities and councils, nurturing ongoing relationships. We develop and deliver bespoke musical and multi-artform projects, skills development workshops, and offer year-round music programs in Indigenous communities. Our Youth Touring arm ensures that children in regional Queensland have access to the performing arts; increasingly recognised the world over as an indispensable aspect of education.

QMF is Much More than a Festival: We Build Legacies

QMF has redefined the traditional festival model to engage deeply with communities over time, igniting artistic potential and leaving a lasting legacy. Artistic Director Katie Noonan has set the focus on inspiring Queenslanders to participate in music-making which reflects local culture, tells local stories and has the capacity to impact social change.

PURPOSE OF POSITION

QMF is seeking a dynamic Partnerships Manager to manage the Organisation's corporate and local government partnerships in addition to identifying and acquiring new partners.

Reporting to the Business Development Director, the Partnerships Manager is a key position within a Business Development Team of three which oversees a diverse and expanding portfolio of corporate, local government, grant, foundation and philanthropic stakeholders.



Key accountabilities will include delivering high-value outcomes for our current partners; researching, developing and pitching new partner opportunities; managing Business Development systems and benefits schedules; and delivering quality corporate hospitality and networking events.

The successful applicant will be a self-motivated team-player who is a skilled and experienced negotiator with a passion for arts and a strong connection to the Festival's stated vision to *transform lives and communities through music*.

SELECTION CRITERIA

- Demonstrated success in account management
- Experience in maintaining long-term stakeholder relationships
- Related tertiary qualifications and/or relevant experience
- Highly developed written and interpersonal communication skills
- Ability to negotiate and communicate effectively with a diverse range of stakeholders
- Experience in building and writing stakeholder-focused partnership proposals and reports
- Well-developed computer literacy encompassing Microsoft Office applications
- Experience in using CRM applications to manage stakeholder information
- Excellent time management and organisational skills
- Creative problem-solving skills
- Ability to work effectively independently and as part of a team

To apply for this position, please send your CV and a cover letter addressing the selection criteria to jobs@qmf.org.au.

Application due date is December 4.

For enquiries, contact Simon Buchanan, Business Development Director on (07) 3010 6600 or simon@qmf.org.au.