

## Business Development Manager

Are you an experienced business development or account manager looking for your next move in the not-for-profit sector? Are you interested in joining a rapidly scaling organisation that seeks to help individuals facing significant challenges into employment?

We are seeking a talented Business Development Manager, skilled in securing partnerships and B2B account management, who is passionate about working with communities facing significant barriers to employment. As Business Development Manager, you will be responsible for generating a pipeline of potential employer partners, engaging them in the program and demonstrating the value of our programs. You will work closely with the Melbourne Program Coordinator to ensure all graduates are successfully placed with employers within 90 days of graduation. You will provide leadership to the growing Melbourne team. You will initially report to the Chief Operating Officer as the brand is established in Victoria.

Type of role: Permanent, full time

Location: Melbourne

### WHY JOIN US

- Work on and be a driving force in an exciting new organisation in a start-up environment
  - Contribute to an important social mission in Australia, improving education and employment opportunities for people from disadvantaged backgrounds
  - Work in a well-supported, international team setting with other Generation teams globally
  - Join an organisation that will challenge you and invest in your professional development on an on-going basis
- 

### TO BE SUCCESSFUL YOU'LL NEED:

- At least 4 years experience in business development, partnerships management, B2B account management or other relevant background.
- Experience working in a start-up and/or not-for-profit desired, but not essential.
- Experience establishing and managing a pipeline of partnership leads, handling relationships at all stages of the sales cycle.
- An ability to develop strong relationships with organisations of all types, identifying needs and ensuring those needs are met.
- Entrepreneurial and proactive mindset required in the start-up environment to deliver against targets and seek opportunities for improvement/growth without instruction.
- High degree of self-motivation and independence whilst also being a team player.
- Self-reflective and comfortable with feedback and development.

You are energised at the thought of supporting people into employment and helping the organisation to grow and become sustainable. You have experience working in the not-for-profit or start-up space. You are comfortable diving into a role and using your initiative to overcome obstacles. You can influence and motivate to get the best out of people. You have outstanding

interpersonal skills and a positive spirit to work closely with partner organisations of differing sizes and types. Most importantly, you have a proven ability to establish and nurture relationships to achieve outcomes.

---

## WHAT YOU'LL DO:

### Employer lead generation and account management

- Develop a national pipeline of likely employers through direct outreach and effective sales processes, as well as leveraging partner networks to engage employers at wider scale.
- Work with employers to secure their commitment to recruit graduates from Generation programs, and managing commercials on a 'fee per hire' basis.

### Assist in transition to employment

- Work directly with the Program Coordinator/s to connect employers with program graduates to fill identified vacancies, utilising relationships to ensure all graduates are employed within 90 days of the end of program.
- Ensure employers are engaged in the program outcomes, through regular eDM updates, engaging key stakeholders as guest speakers and ensuring post-program data is collected to assist with impact measurement.

### Local team leadership

- Over time, provide leadership to the growing Melbourne team, ensuring they have the support and clarity of direction to enable successful delivery of all programs.

---

## ABOUT GENERATION

Worldwide, more than 75 million young people are unemployed. But many employers can't find people with the skills they need for entry-level jobs. Generation was created in 2014 to help bridge this gap—at speed and scale.

We're building a skills-training methodology that can serve hundreds of thousands, and eventually millions, of young people a year. And we're building proof that this training creates real business outcomes for employers, and lasting career impact for trainees—so everyone has the incentive to invest in skills. Our goal is to help our students achieve personal and professional success—and fundamentally change their life trajectories. Generation programs prepare unemployed or underemployed young people, aged 18 to 29, for jobs in four sectors: healthcare, technology, retail/sales, and skilled trades.

Today, Generation is active in twelve countries—101 cities and 280 sites—with diverse social, economic and labor-market contexts.