

POSITION DESCRIPTION

TITLE:	Head of Partnerships
LOCATION:	Remote/Hybrid, in commuting distance to Melbourne or Sydney.
FTE:	Full time (1.0) permanent position
REPORTING TO:	Chief Executive Officer (CEO)
DIRECT REPORTS:	Supporter Specialist WA Partnerships Specialist Philanthropy Services Coordinator
FRRR Level:	Executive
SCHADS Award Grading	8.1

ABOUT FRRR

FRRR ([Foundation for Rural & Regional Renewal](#)) supports remote, rural, and regional communities across Australia to be vibrant, resilient, and sustainable. We work alongside communities to catalyse locally led solutions, especially in areas facing systemic challenges.

We are strategically focussed on supporting impact across five cross-cutting themes:

- Next generation transition
- Outback and very remote communities
- Climate solutions
- Disaster Resilience
- First Nations self-determination

Our core values centre around collaboration and constant improvement. We have created a dynamic, flexible, and supportive work environment. FRRR is an Equal Opportunity employer.

THE ROLE

As a key member of FRRR's Executive Leadership Team, the Head of Partnerships will shape and deliver our partnership strategy to drive income growth, diversification, and long-term sustainability. Reporting to the CEO, this role will cultivate high-trust relationships with philanthropic, corporate, government, and individual supporters; positioning FRRR as a trusted intermediary and thought leader in rural renewal.

Leading a small, high-performing team, you will bring strategic vision, commercial acumen, and exceptional stakeholder engagement skills to secure investment, amplify FRRR's impact, and ensure we can deliver on our ambitious 2026–2028 Strategic Plan for rural and remote Australia.

KEY RESPONSIBILITIES

Strategic Partner Engagement & Influence

- **Design and evolve FRRR's partnership strategy** to reflect emerging trends in philanthropy, corporate social responsibility, and place-based investment, ensuring alignment with FRRR's five cross-cutting impact themes.
- **Build and steward high-trust relationships** with major donors, corporate partners, foundations, and government stakeholders, strengthening FRRR's position as a credible and values-aligned intermediary.
- **Inform and support** the CEO and Board on partnership opportunities, risks, and innovations, contributing to long-term positioning and influence in the rural renewal ecosystem.
- **With the CEO and others, represent FRRR externally** at key forums and sector events, growing awareness of FRRR and generating new opportunities.

Income Generation & Sustainability

- **Lead revenue diversification efforts** across philanthropic grants, major gifts, fee-for-service offerings, and insights-based products, ensuring financial resilience and mission alignment.
- **Steward growth in endowment funds**, developing compelling cases for investment and long-term giving strategies that reflect FRRR's systemic impact.
- **Monitor and report on income performance**, using data-driven insights to refine strategy and inform executive decision-making.

Brand, Reputation & Thought Leadership

- **Collaborate with the Communications team** to craft compelling narratives, donor journeys, and impact stories that resonate across diverse audiences.
- **Ensure brand integrity and alignment** in all partnership engagements, reinforcing FRRR's values and commitment to community-led change.
- **Leverage FRRR Insights** to generate evidence-based content that informs policy, attracts investment, and elevates rural voices.

Organisational Performance & Service Excellence

- **Oversee donor-advised services**, ensuring excellence in stewardship, impact reporting, and shared value creation.
- **Implement robust systems and processes** to support partnership management, including CRM optimisation, financial tracking, and reporting frameworks.
- **Champion continuous improvement**, embedding feedback loops and adaptive practices that enhance service delivery and partner satisfaction.
- **Collaborate cross-functionally** to ensure partnership activities are integrated with program delivery, communications, and strategic planning.

Team Leadership & Culture

- **Lead and mentor a high-performing Partnerships team**, fostering a culture of accountability, innovation, and shared success.
- **Model FRRR's values** in leadership practice, promoting collaboration, inclusivity, and real-world problem-solving.
- **Build team capability** in strategic engagement, commercial acumen, and customer experience, aligned with FRRR's evolving needs.
- **Contribute to executive leadership**, supporting organisational culture, strategic planning, and cross-functional initiatives.
- Any other reasonable tasks and duties as directed.