



## DIRECTOR, PHILANTHROPY AND PARTNERSHIPS

The Song Room is a purpose driven organisation that levels the learning playing field for children experiencing disadvantage through an impactful, sustainable and scalable approach to Arts Learning. In partnership with schools, we seek to develop creative, courageous and compassionate young people who take ethical and responsible action, recognise their shared humanity and help shape a better world.

In working for The Song Room, you directly contribute to addressing the educational equity gap for some of Australia's most disadvantaged young people.

## OUR CULTURE

Our values of creativity, integrity, collaboration, empowerment and inclusivity shape our impact and culture. The Song Room relies on team members to embrace a positive culture by:

- Visibly demonstrating the values and philosophy of The Song Room.
- Contributing as a member of a team of learning leaders.
- Developing strong and productive professional relationships.
- Championing an inclusive and collaborative working environment.
- Driving innovation and creative initiatives that achieve organisational growth.
- Advocating for The Song Room and its achievements.

## PURPOSE

The Director, Philanthropy and Partnerships is responsible for building a diverse, highly engaged group of co-investors who support The Song Room to maximise its impact. In collaboration with the CEO, the Director, Philanthropy and Partnerships will lead, develop and deliver a diversified and growing income base by building enduring, strong relationships with a range of stakeholders to secure a well-defined balance of tied and untied income and ensure that The Song Room reaches its ambitious aspirations.

The Director, Philanthropy and Partnerships will have evidenced experience in securing new, large partnerships, managing a broad range of existing partners and developing strategic approaches across all revenue raising activity including from trusts and foundations, individual donors, and the corporate sector.

This is a critical leadership role at The Song Room which provides strategic national leadership and best practice fundraising while engendering a culture of commitment to fundraising across all teams and with the Board.

This role reports to the CEO.

This role has two direct reports and manages external consultants for bespoke projects.



## OUTCOMES

The following outcomes define the high-level expectations of the role that should be visible and evident:

- Achievement of strategic indicators to advance The Song Room's overall growth and success
- Positioning of The Song Room as a leader in the not-for-profit sector and in Australian arts education. An active advocate for the value of arts learning in a high-quality, equitable and inclusive education
- A well-defined strategy for securing income in line with The Song Room's strategic goals.
- Confirmed income from philanthropy (Trusts and Foundations), donors and corporate partners meeting or exceeding income targets, including a well-developed pipeline of prospective partners
- Strong relationships with supporters, partners and sector leaders to deliver enduring, collaborative partnerships
- Analysis and high-quality reporting of fundraising outcomes and programmatic delivery for internal and external stakeholders
- Leadership and modelling of best practice approaches to fundraising, and the development of a high-functioning Philanthropy and Partnership team
- High-quality articulation of the impact of The Song Room's programs aligned to the focus areas of partners. Quality verbal and written communications
- Strong working relationships and collaborative approaches across all Song Room teams
- Consistent, professional and timely advice and assistance to management. This includes dealing with confidential and sensitive matters, and the escalation or resolution of issues.
- Commitment to child safety and The Song Room's Child Safe Policy and Code of Conduct adhered to at all times.

## ESSENTIAL CAPABILITIES

The following capabilities define the high-level expectations of the role that should be visible and evident:

<b>Critical Thinking</b>	Able to use a range of tools or methods to critically examine and assess existing information, thinking, assumptions and issues to present well-reasoned insights or to make judgements.
<b>Adaptive Mindset</b>	Able to adjust to change and maintain their curiosity while dealing with disruption, pressure and setbacks in a resilient, positive manner.
<b>Lifelong Learning</b>	Able to identify and continuously develop one's own knowledge, skills and personal attributes such as mindset and motivation.
<b>Initiative and Drive</b>	Able to appreciate personal strengths and weaknesses and effectively relate to others in a professional manner. This includes being able to work



independently, set and attain personal and work-related goals, being motivated, and accepting responsibility for their own actions.

#### **Innovative Thinking**

Able to be entrepreneurial and make connections between disparate ideas, challenge current thinking or practices, and actively use knowledge to create new products, solutions or opportunities.

## **EXPERIENCE, QUALIFICATIONS & REGISTRATIONS**

- Degree or higher qualification in Communications and/or Fundraising.
- 3+ years in a similar role or a clearly demonstrated capacity to meet the requirements of the role.
- Previous experience in the arts and/or education sectors (preferable).
- Current Working with Children Check (WWCC) or State Teacher Registration. Some programs may also require a Police Check.
- High-level written, verbal and presentation communication skills.

## **CHILD SAFETY**

All staff at The Song Room have an obligation to always ensure child safety is paramount and report any concerns they have, in line with our duty of care obligations. You will be required to always have a current working with children check or similar. The Song Room has zero tolerance when it comes to abuse of any kind and will take disciplinary action, including and up to termination of employment, should we determine that abuse has taken place or there has been a failure to report any suspected or alleged abuse.

## **DIVERSITY AND INCLUSION**

At The Song Room, diversity and inclusion are integral to our mission. We believe that our team should reflect the rich diversity of the Australian community. We embrace difference and diversity of identity, experience and thought, and we actively strive to create an inclusive workplace that encourages a sense of belonging.

We acknowledge the traditional owners of the lands on which we work, create and learn. The Song Room's head office is located on the lands of the Wurundjeri Woi Wurrung peoples of the Eastern Kulin nation.

*The Song Room operates within a flexible hybrid-working model in accordance with its current policy. Position descriptions may be amended from time-to-time by The Song Room to meet its changing requirements.*