

# Aboriginal Business Development Manager



## Position Description

<b>Reporting</b> GM Economic Development	<b>Location</b> Kalimna	<b>Hours</b> FTE 1.0	<b>Contract</b> Ongoing	<b>Reports</b> Yes	<b>Job Level</b> Manager
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**People of Aboriginal or Torres Strait Islander heritage are encouraged to apply.**

## Role Purpose

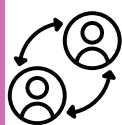
The Business Development Manager is responsible for leading the implementation of the Aboriginal Economic Development Strategy Gippsland 2022 (AEDSG) targeted at improving economic development opportunities for Aboriginal people across the Gippsland region. This position will actively manage delivery of the AEDSG implementation actions and pursue and realise business opportunities for GLaWAC and Aboriginal people; build stronger connections between GLaWAC, Gunaikurnai Community, other Traditional Owner Groups and stakeholders; and increase the social, cultural and economic value of the contribution of Indigenous people, heritage and enterprise to the Gippsland region.

This role will work collaboratively with community and partners, working across GLaWAC's business to ensure initiatives are culturally appropriate and aligned with GLaWAC's strategies. GLaWAC is a proud Aboriginal Organisation; it is essential that the Business Development Manager has or quickly establishes strong relationships with community.

## The Role



Contribute to agency meetings and committees re: GLaWAC's priorities. Present /consult with management on business trends to develop new services, products, and distribution.



Input to the development and management of budgets, project plans and P&L assessments. Report on financial and budget performance and project status as per service level agreements.



Support the plans of the Gippsland Aboriginal Economic Strategy. Lead and coordinate a "Program of Work" to ensure management of projects and resource allocation against budgets.



Develop and maintain relationships of mutual respect with stakeholders, agencies, community & staff.



Research opportunities in Gippsland regions using networks, industry event attendances and other strategies. Ongoing management & reporting.



Support team to deliver the annual plans and partner with GLaWAC leaders to support Indigenous Economic Development Strategy for Gippsland.



Identify & develop strategic revenue opportunities to ensure growth in the number, profitability and sustainability of Indigenous community and social enterprises; more private sector support for Indigenous enterprise and investment; and a more integrated approach to boosting business opportunities.



Undertake detailed analysis of identified opportunities to determine ROI and alignment to business and cultural priorities. Gain stakeholder agreement, develop priority initiatives and program of work. Deliver, support, or oversee business projects and events as agreed following due diligence.

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## Essential Skills/Experience

- Extensive experience in senior business development or related roles
- Demonstrated experience in reporting to a range of stakeholders including Community, Elders, Board, Executive leadership, external partners, and government
- Track record of delivering operations/programs on time and within budget
- Proven ability to make commercial and operational decisions that drive sustained commercial success
- Is an inclusive leader; relates to employees and key stakeholders at all levels and places a priority on building and developing their team and peers
- Excellent networker & proven ability to negotiate
- Experience working in an Aboriginal organisation in a business development role
- Experience with implementation of business development strategy
- High-level communication skills, ability to present to senior stakeholders e.g., Executive Team and Board
- Ability to manage complex projects and multi-task
- Excellent organisational skills; Analytical skills
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty

## Desirable Skills/Experience

- Bachelor's degree in business, marketing, or related field
- Knowledge of Gunaikurnai culture, values, aspirations and customs and experience working with the Gunaikurnai people, community and key organisations and stakeholder groups
- Experience working with Aboriginal people, including a demonstrated ability to communicate and engage sensitively and effectively with Traditional Owner led communities and organisations, knowledge of the social and cultural issues they experience along with a genuine appreciation and respect for their culture

## Other Requirements

- Although we may offer work flexibility to work from home, the employer can direct you to return to the office
- Always demonstrate GLaWAC values
- Requirement to undergo vaccinations
- Current Victorian Manual Driver's Licence
- All Current Vaccinations
- Mandatory random Drug and Alcohol Testing (Policy Agreement)
- Working With Children Check and/or Police Check
- Other duties as required

## Core Leadership Capabilities

1. Cohesive – have each other's backs
2. Cultural – have the REAL conversations
3. Courageous – Be respectful and safe
4. Persistent – Be committed to the purpose and lead by example