

Director Strategy & Partnerships

15513

Level	Level 8	Agreement	Public Sector CSA Agreement 2022
Directorate	Strategy & Partnerships		
Team	Strategy & Partnerships		
Location	Perth Metro Venues		



Purpose

The **Director Strategy and Partnerships** is responsible for providing specialist expertise and strategic advice in the management of innovative strategic partnerships, building and sustaining collaborative relationships with a range of internal and external stakeholders and developing mutually beneficial partnerships and stakeholder outcomes to support sustainability and growth. Delivers sponsorships and drives cultural engagement strategies.

Responsibilities

1. Provides leadership to the team by modelling the ACT's values in all interactions to foster an innovative, adaptable and resilient culture.
2. Directs and manages the business development, programming, marketing, planning, research and reporting and ticketing and CRM functions and prepares advice for the CEO, Chair and Board.
3. Develop and foster industry, community and government relationships. Positively manage stakeholder relationships and consults and negotiates with a range of external stakeholders including industry representatives.
4. Leads the development, review and ongoing improvement of ACT's strategic direction, policy and corporate and operational planning to ensure ACT is well positioned for the future.
5. Leads and directs strategic research, product development and evaluation and benchmarking for ACT and its stakeholders/partners. Facilitate continuous improvement through ongoing monitoring, analysis and achievement of ACT's Business Plan, Budget, KPIs and management measures, responding proactively and driving continuous improvement.
6. Identifies, plans, develops, implements and evaluates a range of strategic projects and priority initiatives that support the broader activities of the ACT.
7. Lead and manage the application of the business improvement and performance processes.

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8. Lead and direct the development and implementation of marketing, ticketing and CRM functions in both proactive and reactive settings.
 9. Leads the development and negotiation of high-level partnership and sponsorship arrangements and opportunities.
 10. Facilitates consultation, cooperation and partnership with stakeholders in order to ensure their views are obtained and represented as part of ACT's consideration of strategies and issues.
 11. Direct and develop the people and resources allocated to comply with budget and legislative constraints, monitoring outputs and performance against the operational and strategic plan objectives.
 12. Support the Chief Executive Officer through purposeful and productive engagement with communities, individuals, government agencies and non-government organisations and manage issues as required.
 13. Prepare ministerial correspondence (including briefing notes, speeches) as required.

Work Related Requirements

Essential:

1. High-level strategic leadership experience overseeing complex, multi-disciplinary functions, such as partnerships, programming, marketing, business development, and corporate operations.
2. Inspires a sense of purpose and direction and focusses strategically by establishing goals that align with the organisation's strategic direction; harnesses information; considers opportunities and risks and identifies innovative solutions.
3. Achieves results by building effective teams and creating a flexible environment that enables people to meet changing demands; Implements continuous improvement activities; Adopts a planned approach to the management of work and projects; Drives a culture of achievement by ensuring ideas become actions that result in expected outputs.
4. Builds and sustains productive relationships with a diverse range of internal and external stakeholders; Facilitates cooperation and partnerships and resolves conflicts effectively; Drives a culture which uses diversity to foster innovation and embraces high quality customer service.
5. Exemplifies personal integrity by adhering to and promoting ACT's values and Code of Conduct; Provides impartial and forthright advice, making tough corporate decisions and standing by them; Commits to actions and displays resilience in achieving them; Demonstrates self-awareness and commits to personal development.
6. Communicates confidently, clearly and accurately both orally and in writing; Listens to, understands and adapts their style to their audience; Negotiates persuasively, addresses disagreements and ensures negotiations remain on track.
7. Engages and motivates employees and develops their capability and potential; models and encourages a culture of continuous learning and leadership; engages in strategic workforce planning and strategic resource utilisation to meet organisational goals; and supports, promotes and champions change, leading employees through change processes to build support and commitment.

Desirable:

1. Working knowledge of the WA culture and arts sector and contemporary national and international trends for arts and cultural development.
2. Tertiary qualifications in Business Management or a relevant discipline such as Arts Management, Cultural or Public Policy, or an equivalent level of relevant work experience.

Other Requirements:

Nil

Qualification and License Requirements

N/A

Organisational Purpose	To grow and support Western Australia's cultural and creative industries through the optimisation of our venues and activation of spaces
Directorate Purpose	Strategy & Partnerships - Initiates strategy and delivers reporting on success. Drives engagement with partners, hirers and stakeholders. Enhances ACT's market presence.
Team Purpose	N/A
Position status	Permanent/full-time
Last updated	