



PARTNERSHIP SUB COMMITTEE – POSITION DESCRIPTION

Purpose

The purpose of the Partnership Sub Committee is to leverage strategic relationships to provide significant mutual value.

Responsibilities

Partnership Sub Committee members must have a thorough understanding of hyp's values and vision in order to acquire and maintain successful relationships with partners. Partnership Sub Committee members must familiarise themselves with key stakeholders and their entitlements as a partner/sponsor, through their respective agreements, and ensure we deliver on these benefits.

The Primary Responsibilities of Partnership Sub Committee members include:

- Develop and implement strategies to secure sponsorship with aligned organisations.
- Identify and establish new relationships with sponsor/partner prospects.
- Build and strengthen existing sponsor/partner relations.
- Meet with event sponsors to develop event concept in line with annual journey and communicate internally.
- Maintain hello hyp document and sponsorship kit marketing materials.
- Reach out to sponsors/partners/prospects and personally invite to events (e.g. by sharing event EDMs and social content to personal contacts).
- Provide proof of value and event debriefs to sponsors.
- Coordinate annual EOY sponsor event and deliver recap of the year.
- Maintain sponsor/partner contact list and review sponsor/partner agreements annually.
- Report on prospect list and current sponsor relationships at board meetings.

Skills and Experience

You must possess:

- Robust relationship management skills.
- Well-developed sales, business development and negotiation skills.
- Capacity to strategically align partners with organisational direction.
- Ability to articulate information succinctly and deal with objections.
- Ability to work autonomously and as part of a team.
- Confident written and oral communication skills.

Time Commitment

All board positions are voluntary and requires an approximate time commitment of 20 hours per month. It is expected that all board members:

- Attend all monthly board meetings and hyp events.
- Meet the minimum requirements of your position (as outlined in the Primary Responsibilities above) and assist with any other duties as required.