



Position Description

Position Title: **Manager, Business Development**

Position Aim: Attract and manage business opportunities for CID in line with organisational Vision, Mission and Values. Increase the capacity of and support people with intellectual disability to participate in CID business activities. Promote the work of CID to a range of stakeholders. Position CID as a leader in inclusive practice.

Reports to: Senior Manager, Corporate Services

Direct Reports: Inclusion Projects Officer

Key Relationships: Internal – Chief Executive Officer, Senior Managers and Managers, Members and other staff.

External – People with disability and families/carers and supporters, business stakeholders including service providers, government, organisations and businesses.

Award Placement: Level 7 - Social, Community, Home Care and Disability Services (SCHADS) Award.

Position Status: Full Time

Hours of Work: Flexible, between office hours 8am-6pm

Position Location: Surry Hills, Sydney

Conditions of Employment Salary packaging available.

Employer superannuation contribution is 9.50%.

Appointment is contingent on a satisfactory Police Record Check and Working with Children Check.

About Council for Intellectual Disability (CID)

CID is a peak body representing the rights and interests of people with intellectual disability in NSW.

CID undertakes advocacy, information provision and projects that advance the rights of people with intellectual disability.

Role Responsibilities

- Identify, develop and implement creative strategies and growth opportunities for CID services and products to improve the organisation's market position.
- Implement marketing strategy and pricing model and support development of CID services and products and monitor to ensure financial growth and sustainability.
- Create new connections by identifying community networks to partner with, researching potential new clients and following through new opportunities, identifying and building strong relationships with relevant decision makers in the government, non-government and business sectors, and re-visiting historic partnerships that may have a potential for future collaboration.
- Manage customer journey including working with managers in the allocation of work and overseeing its successful completion. Provide seamless customer support to customers and develop the relationship to further expand their commitment to CID services and inclusive practice.
- Participate as a member of CID's Leadership team
- Support leadership development of CID members and people with intellectual disability through involvement in business development.

Essential Selection Criteria – Skills & Experience

- Commitment to the human rights of people with disability and the principles of participation and inclusion.
- Proven track record in marketing of new services and expanding existing services and programs in the not-for-profit or government sectors.
- Demonstrated ability to successfully and independently manage multiple projects with strict timeframes.
- Skills and capability to recognise opportunities to expand our market and work with senior management to build new products for the market.

- Demonstrated strong and professional interpersonal skills to develop successful partnerships and networks both within CID and with businesses, organisations and government.
- Ability to achieve results and operate effectively in a dynamic environment of organisational change, ongoing sector reform and competing demands.
- Excellent computer literacy including in Microsoft Office suite.

Aboriginal and Torres Strait Islander people and people with disability or living with mental illness are strongly encouraged to apply.

Signed by CID Representative	Signed by Employee
Signature:	Signature:
Date:	Date: