

Position Description: Partnerships Manager, Dadfit

0.5–0.75 FTE | Flexible | Melbourne-based / Hybrid

About Dadfit

[Dadfit](#) is a Melbourne-based charity supporting dads to enable healthy, safe and gender equal families.

Founded in 2023, Dadfit delivers programs connecting and supporting dads in communities, schools, and workplaces.

Too many dads are struggling with mental and physical health, social isolation, parenting and relationships. Traditional parent groups and support services are mostly attended by women, and fail to engage most dads. When dads struggle, entire families suffer.

Dadfit's mission is to **scale up our proven, high-impact programs** supporting dads and **influence system change to improve family health and gender equality** nationally.

Backed by philanthropy, government, and employers, Dadfit has already supported over 1,000 dads with proven impacts on mental health, parenting confidence, and family relationships - including in diverse and disadvantaged communities.

We're excited to grow our team to power the next phase of Dadfit's mission to support 10,000+ dads and families by 2030.

Partnerships Manager (or Head of Partnerships for a more senior candidate)

The Partnerships Manager role is an exciting opportunity to work closely with CEO Ryan Carters in a new leadership position, reporting directly to the CEO, that will drive the next phase of Dadfit's growth and impact.

Dadfit has made strong progress in philanthropic and government partnerships in the past twelve months, and is positioned to grow significantly in coming years.

Within philanthropy and government, the Partnership Manager will work closely with the CEO to identify and develop new opportunities, build strong relationships, draft and submit proposals, and oversee stewardship and reporting.

For a more senior candidate, there is potential for this role to be appointed as or grow into Head of Partnerships, an executive role with more senior leadership responsibilities.

Partnerships Manager core responsibilities:

- **Philanthropic partnerships:** Oversee and grow Dadfit's philanthropic partnerships, including with existing and new funders, with an ambitious target of securing an additional \$1M+ in the coming year. Dadfit works with some of Australia's leading philanthropic organisations including The Ian Potter Foundation and Snow Foundation.
- **Government partnerships:** Oversee and grow Dadfit's government partnerships, including federal, state and local governments, with a target of securing an additional \$0.5M+ in the coming year. Dadfit's government funders to date include North Western Melbourne Primary Health Network, Victorian Government Department of Families, Fairness and Housing, and several local governments.

Other areas that the Partnerships Manager may contribute to:

- **Organisational, government, and philanthropic strategies:** Support the CEO and Head of Programs in developing Dadfit's strategy and providing leadership to guide Dadfit's mission and strategic objectives.
- **Community and corporate partnerships:** Support the CEO and Head of Programs developing new community and corporate partnerships to drive Dadfit's growth.
- **Financial management:** Support the CEO and Head of Programs in developing budgets for Dadfit projects and reporting back to philanthropic and government funders.
- **Communications and advocacy:** Support the CEO and Head of Programs in enhancing our brand and telling the story of Dadfit via our website, social media, traditional media, advocacy campaigns, and other channels.

Qualities we're looking for:

- **You're passionate about Dadfit's mission.** You care deeply about contributing to a future where every dad is supported to be at his best and families are safe, healthy and gender-equal.
- **You're ambitious.** You aim high and enjoy the challenge of reaching your goals.
- **You're great with people.** You easily build trust and rapport with individuals and groups. You have thrived in previous partnership roles. You motivate and inspire colleagues, partners and funders.
- **You're strategic.** You see options, assess alternatives, and make smart decisions. You are intentional about where you invest time and resources.
- **You're brave.** You can confidently sit in front of influential leaders and clearly articulate your case for support. You are not afraid to ask.
- **You get things done.** You are energetic, persistent, and have a track record of making things happen.
- **You're a learner.** You design experiments, test things out, learn from data and refine ideas over time.
- **You live the mission.** You work hard but you know there's more to life than work. You role model being real, open and balanced.

Partnerships Manager ideal skills and qualifications:

- 5+ years of relevant career experience, ideally in partnerships and/or fundraising roles
- A successful track record in philanthropic fundraising and government partnerships at other for-purpose organisation(s)
- Outstanding interpersonal skills, presenting in a positive and enthusiastic manner to build rapport and develop strong organisational relationships that lead to funding opportunities
- Attention to detail and high work standards
- Strong strategic thinking, ability to work independently and manage competing priorities
- Excellent writing skills, especially funding proposals
- Tertiary qualification(s) and/or expertise in a relevant field viewed favourably
- Ideally: Experience working in start-up environments and/or supporting the growth of fast-moving, small-medium sized organisations
- We will consider candidates who don't meet all the criteria above if they have the right attributes

The offer:

- Permanent part-time position located in Melbourne, with flexibility from 0.5-0.75 FTE depending on the candidate.
- The role will begin part-time, with potential to evolve into full-time alongside Dadfit's growth.
- Work closely with Dadfit's CEO and team, predominantly remote work with in-person meetings as required.
- Competitive remuneration package of \$110-130K FTE + 12% super, depending on experience and pro-rated for part-time employment
- Salary packaging up to \$18,550 of your salary tax free (due to Dadfit's charity status).
- Dadfit is a family-friendly organisation. We encourage our people to have balanced and sustainable careers and offer flexible work hours that work for your schedule.
- Successful applicants will be required to hold a Working With Children's Check.

Interested applicants please submit your resume and cover letter and we will be in touch to discuss next steps. The deadline for applications is 11pm on March 29th.

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