



PARTNERSHIPS & GROWTH LEAD

JOB & PERSON SPECIFICATION

NOVEMBER 2021

POSITION DESCRIPTION



About Ninti One Limited

Ninti One (Ninti) works with communities and relevant agencies to achieve social and economic development outcomes. Since our establishment in 2003, Ninti has been building opportunities for communities through research, innovation and engagement in Australia – and more recently, in a range of sectors across the Pacific and Asia. We have offices in Adelaide and Alice Springs, and staff and associates based in other States and Territories.

Ninti works with partners to influence better outcomes for Aboriginal and/or Torres Strait Islander peoples, by helping organisations be more effective (especially government funders), learning about what works in communities, sharing our perspectives and advocating for change. Our solutions are tailored to the context and needs of our clients, which include service delivery organisations, government agencies, philanthropic organisations and corporates with a demonstrated commitment to social impact.

Our priority sectors are health (including mental health), education, employment, economic empowerment, aged care, disability, natural environment, justice and international development.

A combination of our high performance, our technical expertise and a rapidly growing market means that we are expanding our business development team, so we can meet the increasing demand for our services. Nearly all of our work comes from competitive tendering.

Our Vision

Ninti's vision is to build opportunities with Aboriginal and Torres Strait Islander peoples, through research, innovation and community engagement.

Our Values

We are very proud of our connection to and respect for traditional culture. Our name 'Ninti' means 'clever' in Pitjantjatjara, which reflects our desire to be a capacity builder and knowledge broker.

- We are an inclusive, respectful and equality-driven organisation.
- We respect the cultural diversity, cultural authority and traditional knowledge and expertise of Aboriginal and Torres Strait Islander people and staff.
- We seek and respect Aboriginal voices and encourage their participation.
- We exhibit courage, innovation and entrepreneurship in our work.
- Respect, integrity, accountability, empathy, confidentiality, listening and learning characterise our engagement with people.

Ninti One acknowledges the Australian Aboriginal and Torres Strait Islander peoples of this nation. We acknowledge the traditional custodians of the lands on which our organisation is located and where we conduct our business. We pay our respects to ancestors and Elders, past and present, and to the youth, for the future. Ninti One is committed to honouring Australian Aboriginal and Torres Strait Islander peoples' unique cultural and spiritual relationships to the land, waters and seas and their rich contribution to society.

Position:	Partnerships and Growth Lead
Reports to:	General Manager, Business Development
Direct Reports:	Nil
Tenure	Permanent, ongoing
Location:	Adelaide, SA
Last updated:	October 2021

Position summary

Ninti One Limited is seeking a skilled and effective partnerships practitioner and business development lead.

The Partnerships and Growth Lead drives Ninti's business growth through tender opportunities and partnerships. The focus of this role is to lead market-facing activities to grow Ninti's revenue and build opportunities with and for Aboriginal and Torres Strait Islander people and communities. In alignment with Ninti's values and collaborative culture, the Partnerships and Growth Lead will grow partnerships in identified sectors, lead bid processes end-to-end from kick-off to submission, and facilitate participation by Ninti's personnel, consultants and partners into the design of compelling and competitive tender proposals.

Key indicators of success in this role are an increase in partnerships, market share and achievement of desired revenue growth rates.

The role will have accountabilities in the following areas:

Partnerships

- Support the delivery of Ninti's Impact Strategy across identified priority policy, sector and geographical focus areas, including the identification, screening, and development of new partners
- Maintain strong relationship management ethos with internal and external stakeholders, suppliers and clients
- Contribute to tracking towards Impact Strategy results through annual operational planning design, implementation and review

Growth: business development

- Develop responses to government tenders, contract opportunities, panel requests with a focus on commercial, government, not for profit and philanthropic markets
- Be attuned to emerging policy and sector trends, market opportunities, and competitor intelligence to inform Ninti's positioning and point of difference
- Lead and manage bids at all stages of the response process from research, identification, assessment (go/no go), planning, securing personnel, response design, costing, writing, and review
- Pursue relationships for opportunities outside of standard government procurement markets, for example in relation to the 'Raising the Bar' corporate commitment
- Evidence of orientation towards quality assurance and results
- Provide costings/pricing to support bid development
- Contribute to management reporting on business development activities.

- Other tasks as required

Person requirements

Qualifications

- Relevant tertiary qualifications in business, community or international development or related discipline
- Completed courses in business development and sales an advantage (eg Shipley, Huthwaite)

Essential

- Extensive business development experience and proven track record winning tenders in a similar role
- Strong project management and organisational skills
- Experience growing, developing and managing relationships and partner engagements in a commercial contracting context
- High level of initiative, problem solving, ability to ‘think on your feet’ and organisational agility
- Evidence of application of strategic thinking and change management
- Excellent interpersonal skills, collaborative approach to working in teams and high emotional intelligence
- Outstanding ability to communicate confidently, including public speaking and writing persuasive text
- Strong time management skills with proven ability to manage and prioritise a range of projects at once, work with minimal direction and meet tight deadlines under pressure
- High level of competence in Microsoft Office suite
- Commitment to positively representing Ninti One Limited and its work as a Supply Nation registered organisation.

Desirable

- Demonstrated experience in working to improve outcomes for Aboriginal and Torres Strait Islander peoples in Ninti’s priority areas



HOW TO APPLY

Applications should be addressed to Justin Hinora and Hannah Way. Please visit henderconsulting.com.au to apply.

For a confidential discussion, please call (08) 8100 8849.

Please Note

Your application will be automatically acknowledged by a return email.