Why we are here
To stop the degradation of the planet's natural environment and to build a future in which humans live in harmony with nature.

wwf.org.au

Job Description

WWF-Australia
ABN 57 001 594 074

Job Title	Government Partnerships Lead
Department	Experience
Sub Department	Philanthropy and Development
Job Architecture Level	B
Reports to	Head of Philanthropy and Development
Direct Reports	Nil
Location	WWF-Australia Office/location negot.
Job Type	Part Time Maximum Term Contract
Contract Period	2 years
Hours per week	0.6 FTE (22.8 hours) OR 0.8 FTE (30.4 hours);
Award Coverage	Award Free
Approval	Head of People and Property
Organisational Context	For over 60 years, WWF has been a powerful voice for nature and communities. We are a values-driven and diverse global network of local organisations working in 100 countries. We work as a catalyst with communities, First Nations, governments, businesses, innovators, and philanthropists towards our global mission: to build a world where people live and prosper in harmony with nature. WWF-Australia uses our expertise to conserve biodiversity, empower communities and halt climate change in Australia and the Asia-Pacific region. With the knowledge and traditions of First Peoples and local communities, together we can bring change on a global scale for climate, nature, and people. Join us and help Regenerate Nature by 2030. WWF-Australia's strategy requires all staff to support the delivery of our objectives which aim to catalyse regeneration towards 2030 across the following strategic priorities: Regenerative Sky (Climate), Regenerative Country (Land) and Regenerative Saltwater (Oceans) - that deliver inclusive conservation outcomes. These three solution pathways are enabled by a focus on Mobilising Millions, a Regenerative Economy and ensuring a Future Fit Organisation.

Department Context

The Philanthropy and Development team connects people with a desire to improve the state of the planet, and who are proud to leverage their resources and influence to fund WWF's conservation and sustainable development work. The team is focused on five priority areas: Philanthropy, Trusts and Foundations, Public Sector Partnerships, Global investment and stewardship.

Job Purpose

The Government Partnerships Lead is responsible for developing and executing WWF-Australia's government funding strategy and leading the end-to-end government grants function to identify, secure, manage and maintain grant funding from Commonwealth, state, and relevant international government and multilateral sources that advance high impact strategic programming in line with organisational and WWF network priorities in Australia and the Asia-Pacific region.

Key Accountabilities

- Manage and build on existing grant funding by developing and executing a proactive government funding strategy for WWF-Australia to identify, secure, and grow strategic government investment and partnerships aligned with organisational priorities to collectively improve conservation and sustainable development outcomes.
- Build and manage a pipeline of strategically aligned government funding opportunities by monitoring trends, grant announcements, policy priorities, and investment programs, and providing intelligence to inform organisational planning and resource allocation.
- Establish and maintain strategic relationships with key government agencies and portfolios, bringing deep institutional knowledge of the government landscape in order to make key recommendations internally on strategically aligned partnership opportunities and position WWF-Australia for current and future grant and funding opportunities.
- Lead the development of high-quality, competitive, and compliant government funding submissions by coordinating cross-functional expertise and translating complex initiatives into compelling, outcomes-focused proposals that secure significant government investment.
- Provide strategic advice and subject matter expertise on government funding contracting risks, requirements and investment priorities.
- Lead grant governance, reporting, and acquittal processes, coordinating inputs from program, finance and operational teams to ensure contractual obligations are met, outcomes are effectively demonstrated, and government relationships are well stewarded through the program lifecycle.

Job Level Responsibilities

- As part of WWF's commitment to innovation, ethical practices, and continuous improvement, this role is expected to embrace and responsibly explore and apply AI technologies in line with WWF's values to maximise impact.
- Contributes to strategic and operational planning, systems, processes, delivery and reporting
- Complies with legislation, standards, policies and practices, particularly Advocacy with Excellence, Information Security, health and safety, child protection, security, sustainability, and equal employment opportunity.
- Aligns own work with WWFs mission, Guiding Principles, Brand and I-CCaRe Values – Integrity, Collaboration, Courage and Respect.
- Represents WWF as a functional expert within discipline and presents to groups

Relationships & Communications

Team-working is WWFs preferred way of working requiring positive and constructive relationships across the organisation. Key relationships include:

- Key Government decision makers
- Head of Philanthropy
- Heads of Conservation
- WWF-Australia Executive team
- Senior Manager, Philanthropy and Relationship Manager, Trusts and Foundations
- Conservation, Marketing & Engagement and Finance departments
- Colleagues from WWF network offices globally
- Office of the CEO

Job Challenges

- Driving strategically aligned and innovative stakeholder engagement which results in income retention and growth.
- Strong organisational, logistics and finance skills and high attention to detail.
- Combining strategic and commercial knowledge and acumen to leverage Government relationships and knowledge and delivers exceptional writing capability with strong analytical thinking, cross-functional leadership and rigorous compliance management.

Essential Selection Criteria

- Strong track record of direct relationships with Australian Government departments and applied knowledge of the Australian Government funding landscape, preferably in the context of conservation, climate action and/or community development.
- Demonstrated experience securing, managing, and successfully acquitting significant government grants, tenders or funding agreements, including coordinating inputs on budgets
- Strategic thinker with strong commercial and funding acumen.
- Proven ability to proactively identify, assess and prioritise funding opportunities aligned with organisational strategy.
- Demonstrated ability to turn complex information into funding strategies and proposals.
- Exceptional written communication skills and demonstrated ability to synthesise technical, scientific, and programmatic information into compelling funding narratives.
- Ability to influence and engage senior stakeholders in a complex organisational environment.
- Curious and proactive in identifying opportunities and solving problems.

Credentials

- Tertiary qualification in Marketing, Business, Philanthropy or a related field or equivalent experience.

Does this role involve working with children or child related media? No

Job Requirements

- Employment background checks
- After hours work on infrequent occasions
- Interstate/international travel infrequently and with advance notice
- Remote field work which involves boats, swimming, camping and overnight stays

How to Apply

Please include the following two attachments: (1) A cover letter, no more than 2 pages in length, that describes your interest and suitability for the role. (2) Your resume (CV).

Working Rights

Note that applicants require current unlimited working rights in Australia to be eligible for this role.