

PRIVATE & CONFIDENTIAL

AUSTRALIAN CHAMBER OF COMMERCE

DIRECTOR – BUSINESS DEVELOPMENT

ROLE SPECIFICATION

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1. Background

The Australian Chamber is the largest and most representative member-based business advocacy network in Australia. The Chamber's broad and rapidly expanding membership is central to its role as the leading voice of Australian business, at home and overseas, and its financial strength.

Our client is currently undergoing a phase of strategic growth and now has an opportunity for a **Director - Business Development** to join its senior leadership team. This newly created role is a direct report to the Chief Executive. The role is responsible for driving and building revenue and member services and experience.

2. Role Purpose

The **Director - Business Development** is a unique opportunity to play a central role in building the Chamber's brand and securing sustainable revenue streams to fund the organisations activities.

They will work closely with the Chief Executive to establish best practice member engagement as the day-to-day standard for the operations of the Australian Chamber.

Success in this role will ensure the increased volume of sustainable revenue for the Chamber by developing existing products, services and commercial relationships; and identification of new, commercially viable opportunities for the benefit of the Chamber and its members.

3. Key Accountabilities

- Secure subscription renewals and increase the number of engaged members of the Chamber and Business Leaders Council
- Increase the industry association and corporate membership of the Australian Chamber
- Increase the uptake of the Australian Chamber brand by state, territory and regional chambers of commerce and other members
- Increase sustainable revenue from new and renewed sponsorships and payments, including licencing fees, for Australian Chamber products, services and activities (e.g. events).
- Identify, design, trial and deliver new lines of business and services generating sustainable revenue from members and non-members.
- Develop business cases for presentation to the Australian Chamber CEO, Executive Management Group and Board covering strategy, operating models, new product/service development, pricing models, sales & marketing initiatives and customer and provider engagement opportunities to improve financial performance.
- Deliver Australian Chamber external events and activities to a high standard that increases the reputation of the Australian Chamber

4. Direct Reports

The role reports to the Chief Executive Officer.

Direct reports of the **Director – Business Development** include:

- Business Engagement Manager, Productivity Education & Training Fund
- Senior Manager, Membership Services, Marketing & Communications
- Advisor, Trade Facilitation

5. Key Working Relationships

Internal	External
<ul style="list-style-type: none"> • Chief Executive Officer • Senior Leadership Team • Director, Australian Chamber Business Leaders Council • Director, Corporate Services • Policy and Functional leads and member-facing staff in the Australian Chamber secretariat. 	<ul style="list-style-type: none"> • CEOs of state and territory chambers of commerce (Executive Management Group) and their COOs, Business Development and Membership leads. • Business Development leads of industry association members. • Business Development leads of corporate members of Business Leaders Council

6. The Ideal Candidate

The ideal candidate will exhibit the following:

	Essential
Education	<ul style="list-style-type: none"> • Bachelor degree in Marketing or related field is required • Post Graduate degree is highly regarded
Experience	<ul style="list-style-type: none"> • Substantial record of successful engagement with external and internal stakeholders to achieve sustainable, profitable business outcomes • Demonstrable experience in closing deals, program and project delivery • Experience in achieving outcomes through influence with internal and external stakeholders
Skills	<ul style="list-style-type: none"> • Ability to develop and present compelling business cases at executive and board level • Modelling, analysis and presentation skills • A comfort with, and knowledge of, the commercialization of new technologies • Superior leadership skills and ability to manage a small and geographically diverse team

	Essential
Attributes	<ul style="list-style-type: none">• The highest standards of personal integrity• A team player of the highest order

7. Remuneration

The remuneration package will be sufficient to attract, retain and motivate an outstanding candidate.

8. Location

The role of **Director – Business Development** will ideally be based in Melbourne or Canberra. Sydney based candidates would also be considered.