



## **BUSINESS DEVELOPMENT ROLE AT INFRASTRUCTURE MEMBER NETWORK**

### **About Infrastructure Partnerships Australia**

Infrastructure Partnerships Australia is a non-for-profit industry think tank and an executive member network, providing research focused on excellence in social and economic infrastructure. We exist to shape public debate and drive reform for the national interest.

Our members are drawn from both the public and private sectors, representing the full infrastructure lifecycle.

### **The team**

The Member Services team operates Infrastructure Partnerships Australia's member engagement function, including the account management of existing members, acquisition of new members and an industry leading events programme. The Member Services team proactively tracks the interests of current and future members to ensure we deliver value to our members and remain industry leading. With over 90 events per year, our events programme is delivered in partnership with our members focusing on the key trends and interests of the sector.

### **The role**

Infrastructure Partnerships Australia is recruiting a business development professional to join the Member Services Team. Reporting to the Head of Commercial and Industry Engagement, the successful candidate will manage the identification and conversion of new members. Working closely with the Senior Manager - Membership Lead, this role will ensure that new members are engaged throughout their first year of membership, ultimately renewing for subsequent years.

This client facing role will provide unrivalled opportunities to develop and maintain effective relationships with senior business and public sector leaders across the infrastructure sector.

### **Key responsibilities**

- Design and execute a forward membership growth strategy
- Work closely with the Director and CEO on the ongoing development of the growth strategy
- Position yourself in this client facing role as the first point of contact for potential Future Members
- Manage the continuing relationship with Future Members with the intention of converting them to New Members
- Onboard New Members into Infrastructure Partnerships Australia's database and systems
- Assist the Senior Manager - Membership Lead with the account management of New Members throughout their first year of membership
- Maintain an in-depth knowledge of business products and the membership value proposition
- Be an advocate and ambassador for Infrastructure Partnerships Australia amongst senior sector leaders
- Follow industry trends and member interests
- General maintenance and tracking of Future and Current Members in Infrastructure Partnerships Australia's CRM





## About you

The successful candidates will join an energetic team of dedicated professionals from a range of academic and professional backgrounds.

Preferred candidates will have:

- Previous experience in business development or membership acquisition (4-6 years)
- The ability to undertake independent and wide ranging research
- An ability to stay informed on current affairs and movements in the Australian business, political and economic landscape
- Strong attention to detail
- The ability to foster and manage ongoing relationships
- A demonstrated capacity to engage collaboratively with a range of stakeholders, including at senior executive levels
- A strong track record of developing and managing successful strategies or projects
- The ability to present ideas and concepts persuasively
- Naturally influential
- Results driven, thriving on targets

Additional desired attributes include:

- Relevant tertiary qualifications
- Experience in the infrastructure, construction, or energy sectors
- Experience using Salesforce

## Additional details

- This role would suit someone in a part-time capacity (approximately 3 days a week). However, full time candidates will be considered
- Sydney CBD based position
- Flexible working policy
- Interstate travel and working outside normal hours will be required on occasion
- Attractive remuneration commensurate with experience
- Additional compensation structure based on performance
- Opportunities for career development

## To apply

Applicants must send a covering letter and resumé to: [IPACareers@infrastructure.org.au](mailto:IPACareers@infrastructure.org.au)

For initial queries, please contact: Georgia Ellen, Head of Commercial and Industry Engagement on 0432 851 546.

