

Whakaaturanga Mahi - Job description

Job details	
Job title:	Partnerships and Strategic Development Manager
Reports to:	Chief Experience and Engagement Officer
Direct reports:	3
Key relationships:	
<i>Internal:</i>	All Enable New Zealand Limited Staff and Managers Growth Team Executive Leadership Team Enable New Zealand Board
<i>External:</i>	Customers Funders and suppliers Potential business customers Sector partners Aged care providers Non-Government Organisations Private hospitals Mobility retailers
Location:	Palmerston North

Ko wai mātou - Who we are

Our mission is to support disabled people and their whānau to live everyday lives in their communities. We do this by effectively managing access to equipment and modifications for disabled people and their whānau on behalf of the Accident Compensation Corporation (**ACC**) and Disability Support Services (**DSS**) on behalf the Ministry of Social Development.

He aha ngā painga ki a mātou - What matters to us most

At Enable New Zealand, we care about making a difference to disabled people and working together as a team.

He aha te mahi - Role purpose

This role is responsible for building and managing key relationships with potential business customers and sector partners, that leads to revenue and customer growth.

The Partnerships and Strategic Development Manager will lead the growth team, manage the pipeline across multiple target markets, and drive the design and launch of new services and business models.

By fostering strategic partnerships, leveraging market intelligence, and ensuring alignment with Enable New Zealand's business strategy, the manager ensures the organization's growth, diversification of revenue, and long-term sustainability, all while supporting the mission to empower disabled people and their whānau to live everyday lives in their communities.

Ngā mahi haepapa - Role responsibilities

Key objectives	Responsibilities
Strategic Relationship Management Proactively build, develop, and strengthen long-term relationships with potential business customers and sector partners to unlock new business opportunities and drive growth.	<ul style="list-style-type: none"> • Build, develop, and strengthen long-term relationships with potential business customers, sector partners, and stakeholders. • Lead negotiations and contract closures. • Serve as the primary point of contact for new business opportunities. • Identify and build strategically significant relationships. • Work collaboratively with partners to deliver strategic outcomes. • Work across the organisation and externally to maintain collaborative & constructive working relationships with all key stakeholders. • Develop strategic partnership opportunities around new/innovative research and future potential commercialisation
Business Development & Growth Lead the identification, development, and conversion of opportunities across target markets, ensuring a robust pipeline and the successful launch of new services and business models.	<ul style="list-style-type: none"> • Oversee the growth plan and benefits realisation framework for the organisation. • Secure new business opportunities. • Expand current products and services into adjacent markets. • Build and manage a robust pipeline across target markets. • Lead new service design and development, including pricing and proposals. • Maintain CRM and ensure forecast accuracy. • Understand current sector trends with a view to developing new services, products, and distribution channels. • Use knowledge of the market and competitors, identify and develop the organisation's unique selling propositions and differentiators. • Positively market & promote Enable New Zealand services, its brand and reputation as a trusted and leading provider.

Supporting disabled people and their whānau to live everyday lives in their communities

Key objectives	Responsibilities
	<ul style="list-style-type: none"> Attend relevant meetings and functions, such as association events and conferences, and provide feedback and information on market and creative trends Utilise SME's and other experts to develop and manage effective marketing content leading to increased brand awareness.
Team Leadership & Collaboration Coordinate and inspire a cross-functional growth team, fostering collaboration and alignment to deliver on Enable New Zealand's strategic objectives.	<ul style="list-style-type: none"> Lead and coordinate the growth team. Demonstrate a commitment to the strategic direction of Enable New Zealand and inspire team members to succeed both individually and collectively. Role model organisational values across the organisation. Foster collaboration across Enable New Zealand to align growth initiatives with organisational strategy.
Market Intelligence & Innovation Provide actionable market intelligence to drive growth.	<ul style="list-style-type: none"> Monitor sector trends, competitor activity, and emerging opportunities. Develop and test new business models and service delivery approaches. Provide market intelligence to inform strategic planning.
Reporting & Performance Undertake reporting relevant to the role.	<ul style="list-style-type: none"> Provide regular operational updates, governance reports, and monthly summaries to the relevant parties including the Executive Leadership Team, and Board. Track and report on KPIs, financial performance, and progress towards growth targets.
Continuous Improvement Lead organisational excellence in all growth initiatives.	<ul style="list-style-type: none"> Embed continuous improvement practices. Review team performance and incorporate stakeholder feedback to ensure agile and effective delivery of growth initiatives.
Apply Health and Safety knowledge and skills to all work practices to ensure compliance with the Health and Safety at Work Act 2015 and any subsequent amendments or replacement legislation	<ul style="list-style-type: none"> Is familiar with all policies and procedures as they affect the work environment Ensure that safe working procedures are practised, and no person is endangered through action or inaction Is aware of and can identify hazards and take action, accordingly, including preventing or minimising the adverse effects of hazards Ensure that all incidents, including near misses, are reported within the required timeframe using Enable New Zealand's incident reporting system. Actively participate in Enable New Zealand's health and safety programmes, through input into meetings and feedback through committee structures
Te Tiriti o Waitangi - Treaty of Waitangi and Equity	<ul style="list-style-type: none"> Apply knowledge of Te Tiriti o Waitangi - Treaty of Waitangi and its application in Health to all work practices. Attend appropriate Te Tiriti o Waitangi education sessions

Ngā āheitanga matua - Key Competencies

Competencies are the skills, knowledge, and attributes required to be fully competent in this position. There will be a programme available for appointees to meet competencies where a need for continued development is identified. For the purposes of selection, essential competencies have been identified, and decisions will be made based on the ability of applicants to meet these:

Qualifications and Experience

- Minimum 5 years' experience in senior/leadership roles in business development, relationship management, or strategic growth.
- Proven track record in building and converting business pipelines, negotiating contracts, and delivering revenue growth.
- Experience leading cross-functional teams and collaborating across organisational boundaries.
- Strong understanding of public and private sector environments, including government contracting and fee-for-service models.
- Experience with CRM systems and digital business tools.
- Current driver's licence.

Skills & Attributes

- An entrepreneurial mindset.
- Exceptional relationship-building and negotiation skills.
- Strong commercial acumen and ability to develop business models and proposals.
- Strategic thinker with the ability to identify and act on market opportunities.
- Excellent communication and stakeholder engagement skills.
- Resilient, self-motivated, and results-oriented.
- Strong analytical and reporting skills.
- Commitment to person-centred practice and equity.

Physical Attributes:

Under the Human Rights Act 1993 discrimination based on disability is unlawful. Enable New Zealand Limited will make all reasonable efforts to provide a safe and healthy workplace for all, including persons with disability.

Every effort has been made to outline requirements clearly. If a potential applicant has uncertainties about their ability to fulfil these physical requirements, enquiry should be made whether it would be possible to accommodate a particular issue by obtaining advice from the People and Culture Team.