

BUSINESS DEVELOPMENT MANAGER

Position Description

Position Title: Business Development Manager

Reports to: Chief Executive Officer

Location: Statewide

Employment Type: Full-time, 2-year fixed term contract.

MTWAC is seeking a strategic and commercially minded Business Development Manager to drive sustainable business growth, strengthen partnerships and support culturally aligned economic development. Reporting to the Chief Executive Officer, this full-time fixed-term role will play a key leadership role in identifying new opportunities, generating revenue and contributing to the long-term prosperity of the organisation and community.

Role Purpose

The Business Development Manager is part of the Organisational Executive Team and will lead initiatives that strengthen MTWAC's financial sustainability and economic independence. This role combines strategic economic development with practical business growth, ensuring all activities align with cultural values and community aspirations while generating revenue through commercial opportunities.

Key Responsibilities

Executive Team

- Exercise executive level managerial responsibilities as delegated by the Board or CEO.
- Assist the CEO with implementing the organisational strategic plan and annual activity targets.
- Provide expert advice on policy matters and contributing to policy development and review.
- Assume responsibility for moderately complex projects, including planning, coordination, implementation, and administration.
- Influencing and establishing procedures within the organisation.

Strategic Economic Development

- Manage development of long-term economic opportunities (e.g., cultural tourism, regenerative agriculture, environmental consulting and marine activities).
- Identify business acquisition opportunities and develop business cases for securing financial loans.
- Manage partnerships with government, industry, and philanthropic organisations.
- Support capacity building for community members through training and employment pathways.
- Ensure all initiatives respect cultural protocols and environmental stewardship.

Business Development

- Manage and oversee business development initiatives to achieve organisational goals and objectives.

- Manage marketing campaigns, and lead team efforts to achieve growth targets
- Develop and implement business plans and analyse market trends to identify opportunities.
- Secure and manage land services contracts with government agencies, industry, and private clients.
- Prepare tenders, proposals, and pricing models for commercial services.
- Negotiate and manage contracts and maintain strong client relationships.
- Monitor and analyse financial performance and report on profitability.

Collaboration

- Work closely with the Ranger Program Manager to design and implement market-ready service offerings.
- Collaborate with the CEO to align business growth with strategic priorities and governance requirements.

Selection Criteria

Essential

- Proven ability to work at executive organisational leadership level.
- Demonstrated experience in economic development and/or business development including developing complex business cases.
- Strong understanding of Aboriginal cultural values and community priorities.
- Proven ability to develop, implement and manage strategies that generate revenue.
- Excellent communication, negotiation, networking, and relationship-building skills.
- Financial literacy and experience in budgeting and forecasting.

Desirable

- Experience in business or organisational management.
- Experience working with Aboriginal organisations or in a cross-cultural context.
- Knowledge of land management, agribusiness, environmental services, or cultural tourism sectors.
- Familiarity with government procurement processes and tendering.

Qualifications

- Degree or equivalent experience in Business, Economics, Community Development, or related field.
- Relevant certifications in project management or business development (desirable).