

Business Development Manager

Position Title: Business Development Manager
Reporting to: Chief Executive Officer
Status: Permanent

The Organisation

Blackall Range Care Group is a Not-for-Profit Aged Care provider. We are recognised as Leaders in the Community for the delivery of exceptional Aged Care and Disability Services. Working in the Community with the Community.

Services include:

- Personal care and domestic assistance
- Community Access
- Nursing and Allied Health care
- Social Centres
- Flexible Respite Options
- Home Maintenance and Home Modifications
- Transport
- Aids and Equipment

Functions of the Role

The Business Development Manager plays a pivotal role in identifying, developing, and executing strategic growth initiatives. In collaboration with the CEO, the Business Development Manager will lead efforts to expand the organisation's reach, revenue, and impact through innovation, collaboration, and strategic partnerships.

Roles and Responsibilities

Organisation

- Works within the role and responsibilities for the position and complies with all organisational policies, regulations and standards, and the Code of Conduct;
- Maintains professional and technical knowledge by participating in training and development activities;
- Represents the organisation as the first point of contact via a range of communication methods;
- Contributes effectively to team effort by accomplishing related results as needed;
- Maintains a high level of professionalism at all times.

Duties and Tasks

- **Strategic Growth and Innovation:** Collaborate with the CEO to identify and pursue new business opportunities, income streams, and strategic partnerships. Lead the development of proposals and innovation strategies that align with organisational goals.
- **Collaboration Team Engagement:** Partner with internal teams to identify ideas, assess feasibility, and co-develop initiatives that support growth, helping attract and keep clients while improving services.

- **Stakeholder Engagement and Relationship Management:** Build, nurture, and manage relationships with key stakeholders, including clients, partners, funders, and community organisations. Represent the organisation professionally at events and meetings to raise its profile and influence.
- **Marketing and Proposal Development:** Partner with marketing and fundraising to boost brand awareness and long-term sustainability. Help create strong business cases, grant applications, and funding proposals that support growth and expand revenue sources.
- **Market Intelligence and Opportunity Mapping:** Monitor changes in client needs, policies, and industry trends. Use this information to find new opportunities and improve services that fit the organisation's strengths.

Other

- Performs other related duties as assigned by the CEO and ensures all deadlines are met.

Key Relationships

- CEO
- Executive Managers and Management team
- Marketing and Fundraising Team
- Stakeholders

Key Selection Criteria

- Tertiary qualification in business, marketing, or related field, or substantial experience in a similar role;
- Demonstrated experience in business development, strategic planning, or innovation leadership;
- Proven ability to work collaboratively across teams and with executive leadership;
- Strong problem-solving skills with a high level of attention to detail and accuracy;
- Current QLD Driver's Licence;
- Ability to meet Criminal History screening requirements.