

JOB DESCRIPTION

Kaiwhakaterere Rangahau | Head of Strategic Partnerships and Growth (Full-time position)

Role:	Kaiwhakaterere Rangahau Head of Strategic Partnerships and Growth
Team:	External Engagement
ELT Report to:	Director – External Engagement
Functional Responsibility to:	Director – External Engagement
Date updated:	June 2026

PŪTAKE TŪRANGA | POSITION PURPOSE

The Royal Society Te Apārangi advances and promotes science, technology and the humanities. Our goal is to grow pathways of knowledge so that science and research can be shared for the benefit of all New Zealanders.

Our functions include promoting public understanding of and trust in science and research; celebrating excellence in science and research; delivering tailored programmes to support science teachers, rangatahi and early career researchers; and providing expert advice to government and communities to inform decision-making.

This new role will lead the design and implementation of plans to diversify revenue, raise funds, and expand the Society's strategic partnerships. Through major donor engagement, commercial and philanthropic sponsorships, and tailored value-creation partnerships, this role will support the Society to achieve financial sustainability and deliver even greater impact.

As an independent, not-for-profit membership agency, this role will ensure the Society's wider membership is effectively engaged, and that we can continue to contribute to New Zealand's future.

NGĀ TŪHONOHONO | RELATIONSHIPS

The role reports to the Director of External Engagement, and will work closely with the CEO. Other internal relationships include engagement with other members of the Executive Leadership Team, kaimahi staff, and the wider membership of the Society.

The role will also have responsibility for developing and maintaining external relationships with donors, foundations, trusts, commercial partners, sponsors, iwi and other strategic partners across the financial, government, private, not-for-profit, and philanthropic sectors.

MĀNGAI PŪTEA | FINANCIAL AUTHORITY

As delegated by the CEO.

TE MAHI | KEY TASKS AND ACCOUNTABILITIES

This role will develop and execute a comprehensive revenue growth strategy across multiple income streams, including donations, member contributions, commercial sponsorships, strategic partnerships and other fundraising and value-creation initiatives.

With a focus on achieving sustainable financial growth, the role will focus on donor and funder relationships, and maximising commercial and philanthropic opportunities in alignment with organisational strategy and objectives.

Key Responsibilities:

- **Revenue Diversification:** Identify, develop, and implement initiatives to expand income sources, including individual giving, corporate sponsorships, co-funding from trusts and foundations, and donor support for events, awards and medals, while building a balanced and sustainable revenue portfolio.
- **Major Donor & Membership Strategy & Plans:** Build and maintain relationships with high-value donors and our membership, develop structured pipelines, and implement stewardship frameworks to enhance donor loyalty and long-term giving.
- **Commercial Sponsorships & Partnerships:** Secure and manage commercial sponsorships and strategic partnerships, negotiating agreements that align with organisational values and maximise mutual benefit.
- **Fundraising Leadership:** Oversee the planning, execution, and evaluation of fundraising campaigns, appeals, and events, ensuring initiatives are strategically aligned and deliver measurable outcomes.
- **Donor Journey Management:** Develop and optimise donor acquisition, onboarding, retention, and upgrade strategies using data insights including performance data to strengthen engagement and giving.
- **Strategic Planning & Reporting:** Contribute to organisational strategic planning, provide revenue forecasting, and deliver insights on donor behaviour, sector trends, and income growth opportunities.
- **Collaboration:** Work closely with marketing, communications and programme teams, and executive leaders, to ensure fundraising priorities are integrated with broader organisational objectives.

NGĀ WHANONGA PONO | BEHAVIOURAL COMPETENCIES

Strategic and commercial acumen

- Ability to see the "big picture," identify high-value collaboration opportunities, and align partnership goals with overarching organisational strategic objectives.
- Adept at finding "win-win" solutions while balancing assertiveness and collaboration during legal and financial term discussions.
- Understands donor and market dynamics, revenue models, and how to structure income deals that deliver measurable success.

- Assesses prospective partners based on objective data and strategic fit.
- Genuinely understands the partner's pain points and objectives to propose tailored, value-added collaborations.

Drive for results

- Achieves results by working collaboratively with project and programme partners.
- Sets clear and realistic revenue objectives, and meets agreed objectives.
- Takes responsibility, and is comfortable with making decisions and taking ownership of work.
- Demonstrates a high level of attention to detail.

Relationship management

- Relates well to people inside and outside the organisation and builds appropriate rapport.
- Has proven customer service skills.
- Positively interacts with staff and clients, and is proactive in relationship-building.
- Fosters long-term trust, transparency, and collaboration with partners and stakeholders.

Interpersonal skills

- Navigates complex interpersonal dynamics, reading between the lines, and adapting communication styles to different personality types and executive levels.
- Takes responsibility for developing and maintaining relationships that further organisational objectives and goals.
- Able to effectively leverage existing networks and peer groups, and form new partnerships.
- Understands the values, needs, and aspirations of current and potential partners.

Influencing & Communication

- Skilled in developing marketing and promotion materials, and articulating the value proposition of organisations, programmes and projects to external interlocutors.
- Clearly articulates logical rationale, pitching ideas confidently, and delivering compelling presentations to varied audiences.
- Builds cooperative effective relationships internally and with other external individuals and groups and takes responsibility for facilitating positive outcomes.
- Has the ability to network widely and form partnerships across government, science, research, creative, and business sectors.
- Encourages contributions by being receptive to new ideas, listening to everyone's opinions and explaining why some contributions cannot be acted on.

Teamwork

- Takes responsibility for creating a positive environment in which colleagues are able to work to their full potential.
- Builds co-operative relationships internally and externally and participate willingly in team activities.
- Contributes to team/organisational success.
- Exchanges information freely and volunteer ideas that help.
- Supports group decisions.

HEALTH, SAFETY AND WELLBEING

- Take responsibility for working in a safe manner.
- Proactively identify and help manage risks to health, safety and well-being.
- Comply with all policies and procedures to ensure the safety of self and team.

NGĀ UARA | OUR VALUES

Collaborative

- We listen, share, and embrace others' views.
- We ask for input and offer assistance.
- We actively collaborate on projects to ensure the best outcome.
- We actively build trust with internal and external stakeholders.

Diversity, equity and inclusivity

- We seek, embrace, and value diversity.
- We bring our whole selves to work.
- We treat everyone fairly and equitably.
- We value the thoughts and perspectives of everyone.

Critical thinking

- We use peer-reviewed evidence in our decision-making.
- We draw on the most recent and local evidence available.
- We test facts and evaluate their applicability to our work.
- We value appreciative enquiry and are open to constructive challenge.

Acting with integrity

- We listen.
- We tell the truth.
- We show discretion and respect confidences.
- We treat everyone with respect as we would like to be treated.
- We stand up for what is right.
- We stand firm when required, and follow through on promises and commitments.
- We provide frank and fearless advice.

Sustainability

- We act in ways that reduce our impact on the planet.
- We embrace innovation to reduce our footprint.
- We use our resources – time, funding, and materials – wisely.

Transparency

- We set clear expectations of ourselves and others.
- We lead by example and through our actions.
- We encourage open discussion and active listening.
- We share information openly, while protecting sensitive information.
- We are able to say 'no' when we need to, and why we cannot meet the request.