



Position vacant

Manager, Strategic Partnerships & Engagement

The Law Society of New South Wales is looking to employ a Manager, Strategic Engagement & Innovation on a fixed term full-time basis. This position is for parental leave cover until September 2020. The position will be advertised internally and externally, and if any staff member is interested in applying for the position or requires further information, please contact the HR Department no later than 25 November 2019.

Responsibility

The Manager, Strategic Engagement & Innovation shapes the organisation's membership and business development strategies with commercial partners, to support value and member retention. The Manager, Strategic Engagement & Innovation is also responsible for managing value-added member initiatives that support the success of the profession, such as the Future of the Law and Innovation in the Profession project.

Accountability

- Manage and lead a small team of three, supporting professional growth and development.
- Accountable for a membership strategy that supports solicitors and associate members in their practices and personal lives, resulting in member acquisition and retention.
- Management and growth of The Law Society's Commercial Benefits program and event sponsorships.
- As a part of the Law Society's function of supporting the legal profession through the technological and innovative disruption facing the industry; drive the execution and delivery of the annual Future of the Law and Innovation in the Profession (FLIP) Conference, bi-monthly panel events and regional roadshow.
- In partnership with the Law Society's marketing department, develop marketing and promotional activities to increase awareness, take-up and revenue generation from commercial schemes, initiatives and partnerships.
- Provide strategic advice and support to enhance the product, service and activity offering for members, spanning both generic and segment requirements.



Requirements

- Management level experience developing corporate/commercial partnerships or benefits programs. Experience in a member-based organisation or the legal profession will be highly regarded.
- Tertiary qualifications in business/commerce, marketing, law or a related discipline.
- Demonstrated commercial acumen, with advanced business development, influencing and negotiation skills.
- Exemplary relationship management capabilities with a track record of forging strong relationships with key stakeholders and business partners.

Applications

The Law Society of New South Wales is committed to building and maintaining a respectful and inclusive workplace, appointing the best person for the role and supporting diversity.

Written applications should include a cover letter and brief resume, addressed to: recruitment@lawsociety.com.au