



Position vacant

Strategic Partnerships Manager (Parental Leave Cover)

The Law Society of New South Wales is looking to employ a Strategic Partnerships Manager, on a fixed term, full-time basis, for parental leave cover until 30 September 2021. The position will be advertised internally and externally. If any staff member is interested in applying, or requires further information, please contact the HR Department no later than Monday, 12 April 2021.

Responsibilities

The Strategic Partnerships Manager will build value into the Law Society's over 36,000 membership through the management and growth of the Law Society commercial partnerships and its offering including Member Benefits Program, sponsorship and advertising. You will work toward achieving or exceeding revenue targets whilst ensuring member satisfaction, long term retention and enhancement of the Law Society's brand.

Accountabilities

- Drive strategies to grow member services and commercial partnerships, identifying opportunities within both existing and new commercial partnerships.
- Manage and develop strong relationships with alliance partners, negotiating the best potential offers for members while increasing revenue return for the Law Society.
- Promote commercial benefits and new services to Law Society members through effective channel strategies, including Australia's leading publication for lawyers and legal professionals LSJ, website, e-newsletters and other direct mail opportunities.
- Liaise with commercial partners and the Law Society's legal team on contract preparation and leading commercial negotiation.
- Seek, analyse and respond to member feedback in order to ensure member satisfaction and further improve our service offering.
- Partner with the Law Society marketing team to develop commercial offerings and marketing activities to increase awareness, take-up, and revenue generation from commercial schemes.
- Development, implementation and maintenance of marketing plans and preparation of e-communications.
- Undertake all reporting activities including reporting on the strategic plan, risk management, invoicing of commercial partners, forecasting and budgeting.
- Develop and maintain appropriate processes, administrative systems and procedural standards.



Requirements

- Ability to build and maintain strategic relationships.
- Extensive experience in sales / business development / relationship management within the legal services or professional services sector with an understanding of the priorities, needs and wants of solicitors and wider legal profession
- A proven track record of achieving success through robust planning, in order to achieve set targets and objectives.

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, including a cover letter outlining your experience and a brief resume, should be addressed to: recruitment@lawsociety.com.au