



## Position Description: Relationship Manager

### Position details

Employment classification	Permanent full time
Probationary period	6 months
Reports to	Senior Relationship Manager
Location	Flexible, either Perth, Adelaide, Darwin

### The Organisation

Supply Nation is the Australian leader in supplier diversity, established in 2009 to connect our membership of Australia's leading brands and government with Indigenous businesses across the country.

Supply Nation's rigorous registration and certification processes ensures our members can be confident of Indigenous ownership. With Indigenous businesses active in every state and territory, in every industry sector, Supply Nation has been central to the growth of a new economic force.

Supply Nation is proud to be the first and pre-eminent supplier diversity organisation in Australia. Supply Nation maintains its vision of a prosperous, vibrant, and sustainable Indigenous business sector, and believes that a collaborative and united approach is the key to achieving real change.

### Key behaviours and values

Supply Nation's values guide the way we work with our members and suppliers, within our communities and with each other. Through integrity, accountability, collaboration, excellence and empowerment, we create a culture where ideas flourish and a difference is made. We work together to transform the Indigenous business sector.

#### Integrity

We care deeply about what we do and how we do it. We stand up for what we believe in.

#### Accountability

We take responsibility for our own actions. We honour our commitments.

#### Collaboration

We work together as a unified team to produce the best results for our customers.

## Excellence

We are committed to consistent professionalism as a positive, flexible and responsive, innovative and efficient team.

## Empowerment

We create and promote a culture where all may thrive.

## Position summary

Supply Nation's vision is of a vibrant, prosperous and sustainable Indigenous business sector in Australia.

The Relationship Management team supports that by:

- Driving understanding that the purchasing power of businesses can be used to deliver positive social outcomes.
- Facilitating connections between Indigenous businesses and our members' procurement departments and Indigenous businesses that are listed on Supply Nation's directory, Indigenous Business Direct.

Reporting to the Senior Relationship Manager the overarching objective of the Relationship Manager role is to provide support and assistance to members, made up of corporate, government and not for profit organisations, to increase their levels of business activity with Indigenous businesses.

Relationship Managers provide a key point of connection between Supply Nation member organisations and the Indigenous businesses that provide goods or services to fulfil those organisations' procurement requirements.

Working within an assigned region, along with other members of the membership team, your key tasks will include building and maintaining strong relationships with members to facilitate business engagements between:

- Supply Nation's government and corporate sector members (including procurement managers, corporate social responsibility managers and/or purchasing officers), and
- Indigenous businesses who are registered or certified with Supply Nation in order to facilitate contracts and purchases where possible.

The functions of this position will continue to evolve with the needs of the organisation and our stakeholders.

## Key responsibilities

### Cultural leadership and advocacy

- Champion cultural values and integrity within the organization, suppliers, and members.
- Foster a culture of cultural learning, respect, and inclusion among staff and stakeholders.
- Respect and embed cultural practices and knowledge as BAU.
- Develop and implement initiatives to support and grow the organisation's Indigenous workforce.

### Membership

Utilising Supply Nation's Membership Account Management Model, you will work closely with our members to drive business opportunities for Indigenous businesses to supply products or services. This includes:

- Assisting members to achieve their Supplier Diversity objectives through training, mentorship, knowledge, best practice and provision of relevant tools and systems.
- Building and maintaining close relationships with key member contacts.

- Representing Supply Nation in meetings and events with a range of stakeholders.
- Establishing your value as a supplier diversity expert with our members.
- Acquisition, initiation, on-boarding and retention of members.
- Providing matching services to introduce relevant Indigenous businesses to members.
- Adhering to the Account Management Model and its processes and procedures.

### **Cross functional**

- Develop and maintain relationships with potential and current partner organisations in your region.
- Work with other business units to achieve broader Supply Nation and Indigenous enterprise development goals.
- Work collaboratively with government and corporate stakeholders and our partner organisations to increase the capacity of Indigenous businesses.
- Maintain the accuracy and completeness of information contained in Supply Nation's customer relationship management system (CRM).
- Work effectively and collaboratively with other team members.
- Complete project work and other duties as identified and agreed with your manager.

### **Workplace health and safety**

- Maintain a clean and safe work environment while complying with all safety policies and procedures.
- Escalate all workplace accidents and hazards to line manager and implement immediate action for identified hazards if able to do so.
- Participate in workplace consultative meetings and recommend improvements to relevant workplace health and safety practices within the workplace.

## **Key selection criteria**

### **Specialist knowledge and attributes**

- Demonstrated understanding of Aboriginal and Torres Strait Islander societies and cultures and the issues impacting Indigenous Australians in business.
- Demonstrated experience working with large corporate organisations and knowledge and/or capacity of interpreting government Indigenous procurement policies.
- Demonstrated ability to interact with all levels of business from C-suite to operations.
- Demonstrated knowledge and understanding of small to medium business enterprise.
- Digital competence in tools including Salesforce and Microsoft Office applications (especially Word, PowerPoint, Excel, Teams, Outlook and SharePoint).

### **Knowledge, skills and experience**

- Demonstrated high level oral and written communication, analytical and liaison skills.
- Ability to assess the appropriate information to provide, and/or services to refer, with little direction.
- Demonstrated experience in supporting strong working relationships both internally and externally.
- High-level administrative and communication skills including effective time management and prioritisation skills, the ability to prepare reports, proposals, presentations, business letters and general correspondence.
- Well-developed interpersonal skills demonstrating a positive approach to prompt and responsive customer service and managing expectations of Supply Nation members, partners and suppliers.

- Demonstrated knowledge (or the ability to rapidly acquire knowledge) of different business models and company structures.
- Ability to learn and work with procurement teams (previous experience with procurement teams is desirable).

#### **Additional requirements**

- Current driver's license.
- Attendance at after hours' meetings may be required.
- Interstate travel may be required.
- Ability to work cross-functionally and across geographies.