



# MG Corporation

## Position Description: Business Development Manager

<b>Title:</b>	Business Development Manager
<b>Reports to:</b>	Chief Executive Officer
<b>Salary range:</b>	Negotiable, based on qualifications and experience (with attractive leave, relocation and salary sacrifice entitlements)
<b>Employment type:</b>	2 year fixed term contract, full-time
<b>Purpose:</b>	The Business Development Manager will maximise the strategic opportunities available to MG Corporation and its related entities by identifying, pursuing and implementing economic development proposals to ensure MG Corporation realises its vision of achieving a healthy, wealthy and culturally strong Miriuwung and Gajerrong (MG) community.
<b>Role:</b>	<p>Reporting to the CEO, the Business Development Manager will:</p> <ul style="list-style-type: none"> <li>• In consultation with key internal and external stakeholders, develop and implement a strategic economic development plan that: <ul style="list-style-type: none"> <li>○ incorporates all MG Group assets;</li> <li>○ identifies preferred options for income generating activities (including potential joint venture opportunities); and</li> <li>○ sets out timelines, sources of funding and key milestones.</li> </ul> </li> <li>• Develop and maintain strong relationships with MG Traditional Owners and ensure all economic development activities have the support, buy-in and ownership of the relevant Dawang (family or estate group).</li> <li>• Develop and maintain effective relationships with key stakeholders, including federal and state governments, private entities and members of the MG community.</li> <li>• Identify and pursue funding opportunities for business development activities.</li> <li>• Identify, evaluate and pursue joint venture opportunities.</li> <li>• Identify and pursue economic development opportunities flowing from the Ord Final Agreement, including in relation to land use and agricultural developments.</li> <li>• Provide robust business development advice to MG Corporation's established commercial enterprise, including identifying and supporting opportunities for growth.</li> <li>• Provide periodic reports to the CEO of MG Corporation and the Directors of MG Corporation's development trust (MG Developments Pty Ltd).</li> </ul>
<b>Key Selection Criteria:</b>	<ol style="list-style-type: none"> <li>1. Relevant tertiary qualifications (e.g. Bachelor's and/or Master's Degree in Commerce, Economics, Business Administration, Agribusiness etc).</li> </ol>

2. A minimum of five years' experience in a business development role or other relevant area.
3. Ability to develop thorough knowledge and understanding of the marketplace in which MG Corporation and its related entities operate, including a demonstrated awareness of the relevant policy context.
4. Experience in land development and/or management or agriculture desirable.
5. Excellent strategic and analytical skills and demonstrated capacity to provide high level financial and 'opportunity' analysis of potential income-generating activities with the ability to identify, assess and develop sophisticated business proposals.
6. Ability to develop and maintain strong networks across a diverse stakeholder group and a demonstrated aptitude for gaining agreement to proposals and ideas by ensuring buy-in and ownership.
7. Excellent written and verbal communication skills with the ability to effectively communicate complex concepts using plain English.
8. Experience in and a commitment to contributing to organisational improvement.
9. An understanding of Aboriginal culture and/or experience working with Aboriginal people.

**To apply:**

To apply for this position, please email [c.saffery@mgcorp.com.au](mailto:c.saffery@mgcorp.com.au):

1. a copy of your CV, including details of 2 referees; and
2. a cover letter addressing the key selection criteria (of no more than 2 pages).

**Applications close 5pm Friday, 25 August 2017**

**Further information:**

Allan Wedderburn, CEO: [a.wedderburn@mgcorp.com.au](mailto:a.wedderburn@mgcorp.com.au)

***Aboriginal and Torres Strait Islander People are encouraged to apply***