

Partnerships Director

Reports to: CEO

Location: Hybrid (Majority remote/WFH, with occasional in-person meetings required in Melbourne CBD)

Type: Volunteer, approx. 1-3hrs per week (with the option to attend/volunteer on event days 1-2x a year also)

Role Overview

TEDx Melbourne is seeking a commercially savvy, creative, motivated and community-minded Partnership Director to help build and grow our meaningful partnerships ecosystem with organisations that share our vision for impactful ideas. This volunteer role offers a unique opportunity to engage with some of the most forward-thinking companies and individuals, and to play a pivotal role in shaping experiences that inspire audiences locally and globally.

Key Responsibilities

As Partnership Director, you will:

- Identify, engage, and manage relationships with organisations that are in alignment with the TEDx Melbourne ethos.
- Articulate the TEDx value proposition, helping partners understand the impact of collaborating with a globally recognised brand.
- Oversee commercial negotiations with prospective partners, delivering mutually beneficial outcomes while creating meaningful impact for the TEDx Melbourne community.
- Develop and maintain a network of potential partners, bringing new ideas and opportunities to the TEDx Melbourne team.
- Collaborate closely with the broader TEDx Melbourne organising team to ensure partnerships support our programming, events, and community initiatives.
- Contribute to the growth of the TEDx Melbourne community by fostering partnerships that align with our mission and values.

Skills & Experience Required

We're looking for someone who is:

- Experienced in partnership or account management, ideally with **3–7 years** in the field.
- Commercially savvy, with the ability to identify mutually beneficial opportunities.
- Highly articulate, able to communicate TEDx Melbourne's value clearly and compellingly.
- Well-connected, with an existing network of potential partners in Melbourne.
- Collaborative, community-minded, and driven by a passion for ideas that make a difference.
- Comfortable working in a volunteer capacity, dedicating **2–5 hours per week** to this meaningful role.

Why join us?

- The opportunity to contribute your expertise to an influential, globally recognised organisation.
- A supportive, values-driven community that celebrates creativity, innovation, meaningful conversations and impact.
- The chance to help shape the financial backbone of TEDxMelbourne's events and initiatives.
- Entry and backstage pass to all TEDxMelbourne events

About TEDxMelbourne

TEDxMelbourne is part of the global TEDx community, dedicated to showcasing “ideas worth spreading.” We are a dynamic, purpose-driven organisation that brings together volunteers, thought leaders, creators and community members to deliver high-impact events and initiatives. Our team thrives on creativity, collaboration and a shared commitment to making meaningful change.