**Role Profile**

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| **Overview** |
| Job Title | SFA Australia Lead  |
| Main Purpose | To establish Slave-Free Alliance in the Australian market via a combination of strategy development , new business development and service delivery. |
| Department | Slave-Free Alliance |
| Location | Australia Home Based with regular national and international travel  |
| Reporting To | SFA Director  |
| **Main Duties** |
| * Develop and deliver an annual plan and 3 year strategy for SFA’s expansion into Australia.
* Use insights gained from business to input into the evolution of existing SFA products and the development of new SFA products suitable for the Australian market.
* Deliver agreed revenue and profit targets for SFA Australia via new business development activities that increase the number of SFA Australia members and clients.
* Deliver SFA products and services to SFA members using SFA processes and methodologies, e.g. Gap Analysis, Site Assessments, Risk Assessments, Escalation etc.
* Facilitate the delivery of additional services to members e.g. Training, Investigations etc. alongside the Sales and Account Management teams
* Support Slave-Free Alliance members & clients to develop strategies and action plans which mitigate the risk of modern slavery in their businesses and supply chains, including wider human rights violations.
* Provide appropriate support to Slave-Free Alliance members where potential incidents of modern slavery and labour exploitation are identified
* Maintain a close working relationship with the international Slave-Free Alliance Team
* Establish a structured approach to CRM and maintain accurate up-to-date records
* Provide appropriate support to Slave-Free Alliance members where potential incidents of modern slavery and labour exploitation are identified
* Review and evaluate Slave-Free Alliance members’ progression in mitigating the risk of modern slavery in their businesses and supply chains
* Support the development of new tools & guides for SFA members including potential technology solutions.
* Work at all times in line with SFA policies and procedures and the wider strategy, culture and ethos of Slave-Free Alliance/ Hope for Justice.
* Understand and uphold the standards outlined in the Hope for Justice Safeguarding policies, acting with due care and attention to safeguard the wellbeing of anyone that comes into contact with our work and reporting concerns if they do arise.
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| **Key Result Areas** |
| * Delivery of agreed revenue & profit.
* Development of a pipeline of opportunities for SFA in Australia.
* Delivery of high quality products and services to SFA members and clients.
* Relationship management to deliver outstanding membership relationships including membership plans, progress and potential new services.
* Completion of high quality Status Reports (progress evaluation) for member businesses & new business pipelines.
* Annual plan delivered in line with plan or revised plan
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| **Soft Skills** | **Technical Skills** |
| * Strong work ethic
* Commercial awareness
* Relationship management
* Creative problem solving
* Self-motivation
* Critical thinking
* Strong communication skills (incl presentation)
* Listening & providing feedback
* Attention to detail
* Ability to meet deadlines and work under pressure
 | * Understanding of the different types of supply chain and how they work
* Knowledge of audit and risk management techniques
* Strong report writing skills
* New business development skills
* Training delivery
* Word, Excel and PowerPoint proficiency
* New business development skills
* International operating experience (desirable)
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| **Experience & Education** |
| * Strategic and operational knowledge of modern slavery and broader Human Rights legislation and best practice within the business sector
* Experience of either Risk Management/Investigation, Supply Chain Management or Audit/Compliance
* Working and communicating at a senior level (written and oral)
* Relevant commercial experience and/or qualifications
* Knowledge and application of policy development
* Experienced in working individually and as part of a team
* International experience (desirable)
* Experience of working with complex international supply chains (desirable)
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