

Role Description



Government
of South Australia

SA Housing Trust

Role title	Director, Partnerships and Growth		
Directorate	Finance and Partnerships		
Business unit	Partnerships		
Reports to	Executive Director Finance and Partnerships (Chief Financial Officer)	Classification	Executive Level B

Role Summary

The Director, Partnerships and Growth (Director) supports the Executive Director in achieving the SA Housing Trust's strategic objectives by developing and sustaining key partnerships across the housing system.

The Director leads the design, onboarding, and management of strategic partnerships with Community Housing Providers, Government Agencies and other external agencies, ensuring alignment with the Trust's goals. This role drives innovation, promotes sustainability, and creates shared value through collaborative, outcome-focused relationships.

Our Organisation

We are a modern, professional, effective, and high performing organisation that is a leader in customer service, innovation and partnerships within the housing, finance and services sectors.

We have dedicated staff who are proud of the difference our organisation makes and passionate about improving housing opportunities and outcomes, through several metropolitan and country locations around South Australia.

Our employment practices value diversity and inclusion and we welcome employees with a mix of background, characteristics, experiences, professional skills and perspectives.

Directorate Summary

The Finance and Partnerships Directorate delivers a range of corporate functions and is the lead contact point within the SA Housing Trust for strategic partner engagement. Our focus is to lead collaboration with sector partners to deliver housing outcomes and pursue opportunities that contribute to their strategic objectives. We work together to facilitate value by leading procurement, finance, legal, internal audit and risk services and regulate housing through the Office of Housing Regulation and Housing Safety Authority.

Primary outcomes and responsibilities

Drive the identification, negotiation, and management of strategic partnerships across the housing, government, and not-for-profit sectors to deliver sustainable, collaborative solutions aligned with the Trust's strategic objectives.

Provide strategic leadership and oversight of complex commissioning and contractual arrangements with partner organisations, ensuring accountability, value for money, and alignment to customer and service delivery outcomes.

Build and maintain productive, strategic relationships with senior Executives and Boards of Community Housing Providers (CHPs) and relevant non-government organisations, along with key State and Federal Government stakeholders to ensure effective service delivery and shared value.

Lead the design and implementation of best-practice contract management across the division, embedding strong governance, risk management, and continuous improvement.

Lead the development and stewardship of partnership frameworks that strengthen integration across the community housing sector, enabling coordinated responses to housing demand, improved service outcomes for tenants, and alignment with government priorities.

Establish monitoring and measurement frameworks to ensure effective service delivery under service level agreements and collaborative partnerships.

Lead and develop a high-performing, engaged team, fostering a culture of excellence, accountability, and continuous learning aligned with the Trust's strategic and business plans.

Support system-wide reform initiatives by identifying opportunities, leading cross-sector projects, and influencing policy and program development to achieve improved housing outcomes.

Provide authoritative advice and strategic reporting to the Minister, Board, and Executive on the performance, risks, and opportunities related to partnerships, contracts, and sector engagement.

Lead the negotiation, development and management of complex commercial and contractual arrangements, ensuring appropriate risk allocation, value for money and successful delivery outcomes.

Embed evidence informed reporting, performance indicators and measurement tools for evaluating outcomes to enable reforms within projects and programs to drive a culture of continuous improvement.

Build and maintain productive relationships with key State and Federal Government agencies.

Ensure that the critical, strategic, operational and financial outcomes of the Trust's strategic and business plans, and strategic asset management frameworks and plans are met.

Provide Executive oversight and stewardship to the project management of large scale and innovative community housing development projects.

Lead the delivery of relevant actions under the Aboriginal Housing Strategy in line with Closing the Gap Priority Reforms and targets, ensuring that reforms and delivery remain community led, culturally informed and responsive to the priorities of Aboriginal Communities.

Establish relevant policies and effective governance mechanisms to ensure transparent application of financial assistance services to support South Australian renters.

Lead the strategic development and delivery of the Community Housing Policy Framework, including associated policies and procedures.

Where relevant, act as an intermediary and advocate in negotiations with State and Federal Government in relation to social and community housing outcomes and/or policy.

Corporate responsibilities

Support and advocate Equal Employment Opportunity (EEO) and diversity in the workplace in accordance with EEO legislation. In particular, maintaining a commitment to promote an inclusive workplace in support of Aboriginal and Torres Strait Islander people and other under-represented groups.

Model ethical behaviour and practises consistent with SA Government Code of Ethics for Public Sector Employees.

Understand and follow the principles and practices of the Information Sharing Guidelines for Promoting Safety and Wellbeing (ISG).

Understand and follow safe work practices, identify and report all hazards, take reasonable care of own safety and that of others and contribute to safety and wellbeing improvement.

Monitor the wellbeing and safe work practices of workers and team/unit to ensure a risk-based approach to safety in the provision of services/operations, including ensuring prompt reporting and timely investigation of all risks.

Demonstrate safety leadership. Exercise Health Safety and Wellbeing (HSW) due diligence; acquire and maintain up to date knowledge of work health and safety, set standards, review HSW performance reporting and strategy in consultation with workers and integrate HSW with business practice and performance, including contracts and contractor management

As a White Ribbon Accredited workplace, SA Housing Trust has a zero tolerance towards violence in the workplace and the broader community. In accordance with this, the incumbent must at all times act in a manner that is non-threatening, courteous, and respectful and will comply with any instructions, policies, procedures or guidelines issued by SA Housing Trust regarding acceptable workplace behaviour.

A genuine commitment to Reconciliation and achieving the actions set out in our Reconciliation Action Plan and to creating an environment that is inclusive, respectful, free from racism and culturally safe.

Special conditions

Successful applicant will be required to satisfactorily complete a National Police Clearance prior to being employed.

The successful applicant may be required to hold a current Australian issued Drivers Licence, which must be maintained.

Working relationships

Executive Director, Finance and Partnerships (Chief Financial Officer) - direct manager

Chief Executive, SA Housing Trust

Executive Directors, Directors and Senior Managers across SA Housing Trust

Key stakeholders across all levels of government

Community Housing Providers and other non-government organisations

Housing Australia, Financiers and Regulatory Bodies

Investment and Development Sectors

Other external stakeholders pertaining to role

Selection criteria (knowledge, skills, aptitude and experience)

Strong commercial acumen and expertise in contract development and management, including establishing clear, outcome-focused agreements that balance service delivery, risk and value for money.

An ability to identify strategic goals and articulate a shared vision and secure the engagement of staff, stakeholders and colleagues, resulting in the high level, innovative achievement of agency-wide strategies, plans and objectives.

High level written and verbal communication and presentation skills and the ability to relate effectively with individuals and groups at all levels both internal and external to the organisation.

Demonstrated ability to build and sustain strategic partnerships across government and non-government stakeholders, fostering collaboration and shared outcomes.

Demonstrated ability to work in a politically and socially sensitive context, with experience in reporting to a Board.

Highly developed negotiation and influencing skills, with proven success in leading complex negotiations and aligning diverse stakeholder interests to achieve mutually beneficial outcomes.

Qualifications

Essential or desirable

Graduate qualifications in a relevant field of study, such as economics, accounting, law, business or similar.

Essential

South Australian Public Sector Values

Service We proudly serve the community and Government of South Australia	Professionalism We strive for excellence	Trust We have confidence in the ability of others	Respect We value every individual
Sustainability We work to get the best results for the current and future generation of South Australians	Collaboration & Engagement We create solutions together	Honest & Integrity We act truthfully, consistently and fairly	Courage & Tenacity We never give up

Approved date Julie-Anne Burgess, Chief Executive - 22 June 2026