

Morgan Ferrier

Australian Institute of Company Directors

Membership Partner – Development

Full-time, March 2020 – Present (1yr 10mnths)

The Australian Institute of Company Directors is committed to strengthening society through world-class governance.

We aim to be the independent and trusted voice of governance, building the capability of a community of leaders for the benefit of society. Our membership of more than 47,000 includes directors and senior leaders from business, government and the not-for-profit sectors.

My Role focuses on:

- Member Engagement
- Membership Development
- Community Integration
- Community Development
- Client Management
- Campaign Management
- Relationship Building
- Client Delivery Services
- Partnership Management
- Social Media Marketing
- Stakeholder Engagement
- Brand Ambassador
- Event Management
- Business & Brand Development
- Integrated Networking Skills

SuperTee

Business Development Consultant (Pro Bono)

Freelance, Jun 2018 - Present · 3 yrs 7 mos

Canberra and Australia Wide as needed.

SuperTee is a Not-For-Profit organisation centred on raising funds for the production and distribution of The SuperTee; a specialised medical garment designed for ease of wear, removal, wash etc for children who require long

term residence in hospital. It comes in a special collectors tin that includes comics, colouring books, stickers and other fun things to keep kids entertained. The role places great emphasis on keeping the children happy but also focuses on fundraising, community engagement and partnership development working with state hospitals such as Monash Children's Hospital, Sydney Children's Hospital, Perth Children's Hospital working closely with children who are severely physically and mentally ill and their families to provide support and assistance.

- Fundraising
- Fundraising Campaign Management
- Volunteer Recruitment & Training
- Volunteer Campaign Management & Coordination
- Relationship Building
- Relationship Management
- Partnership Management
- Social Media Marketing
- Stakeholder Engagement
- Brand Ambassador
- Video Production & Distribution
- Application of Integrated Networking Skills
- Event Management
- Business & Brand Development
- Creation of Advertising Collateral
- Writing & Implementing creative briefs
- Solid Administration & Time Management Skills
- Reconciling fundraising documents, invoices, record keeping etc

Communteer

Community Development Manager
Full-time Feb 2019 - Mar 2020 · 1 yr 2 mos Australia

Communteer seeks to turn technology into a force for good by facilitating social impact through virtual volunteering, and helping skilled volunteers contribute to good causes via our online platform. Communteer's online platform enables not for profit organisations and social ventures to work with skilled volunteers in order to achieve positive social outcomes.

This position centres on the acquisition and integration of new business relationships including individual organisations, integrated communities, partnerships, external stakeholders and volunteers. This requires an in depth knowledge of the needs of the parties involved, many times centering on

personal needs, as well as continued development of integrated community building initiatives such as networking events, volunteering needs, project management and delivery partner objectives. In this role I have worked with a number of for purpose organisations whose focus centres on Youth Community & Mental Health and Veteran affairs. These include; OzHarvest, YMCA, Melbourne City Mission, R U OK, Beyond Blue, Black Dog Institute, Interchange Australia, Solider On, Australian War Memorial and Legacy Australia.

- Community Integration
- Community Development
- Client Management
- Campaign Management
- Relationship Building
- Client Delivery Services
- Partnership Management
- Social Media Marketing
- Stakeholder Engagement
- Brand Ambassador
- Event Management
- Business & Brand Development
- Recruitment & Training
- Writing & Implementing creative briefs
- Creation of Advertising Collateral
- Team Leadership
- Integrated Networking Skills
- Solid Administration & Time Management Skills
- Reconciling invoices, maintaining working relationships, record keeping etc.

Head of Relationships for Big Cares

Big Cares/Big Review TV
Jan 2016 – Nov 2018 – 2 yrs 11 mos
Canberra based, travel Australia wide as needed.

This position included assisting existing clients with their video choices, but also involves in depth research of potential clients, making first contact, building a strong trusting relationship and ensuring that all their needs for future video content are met. In addition I had the task managing multiple accounts and ensuring a continuing working relationship with BRTV's Big Cares initiative in the long term. This involved on going collaboration with the Production Team to attend client consults, write creative briefs, attend filming

days and post production consults as well as the presentation of the final product.

Another aspect was building and sustaining partnership with like minded organisations to expand our client base, and represent the brand at formal events such as conferences and networking evenings.

My Responsibilities included:

- Client Management
- Relationship Building
- Partnership Management
- Video Production & Distribution
- Team Leadership
- Customer Service
- Social Media Marketing
- Online Networking
- Event Management
- Business & Brand Development
- Recruitment & Training –

Big Review TV

Account Executive

Nov 2015 - Jan 2016 · 3 mos, Sydney, Australia

This involved viewing completed tailored videos created for various business across Australia, engaging the prospective clients to see if the videos met their branding requirements, advise them on their best course of action and confirm their choice. If the choice did not meet their requirements I facilitated the production of new content to meet their creative briefs.

My Responsibilities included:

- Client Management
- Team Leadership
- Customer Service
- Social Media Marketing
- Online Networking
- Video Distribution
- Business Development
- Recruitment & Training

Content & Welcome Agent

Apr 2015 - Nov 2015 · 8 mos, Sydney, Australia

This role included contacting clients who are scheduled to be filmed, talk to them, listen to the needs of their business, their approach to their day to day routine, their hopes for the future and then to produce a storyboard for the camera crew to display those elements on film, and to inform them of any details Big Review TV may have in regards to future costs for the video after the editing process is complete.

Other responsibilities included:

- Customer Service
- Lead Generation
- Production Co-Ordination
- Payment Processing
- Storyboard Creation
- Business Development
- Graphic Design
- Recruitment & Training

Other roles prior to 2015 included:

Membership Consultant – Fitness First Australia

Sales Representative/In House Designer

Hospitality

Graphics Design Intern

Retail Consultant