



Business Development Manager Application Pack



About PROST!

PROST Exercise 4 Prostate Cancer Inc.

It is PROST!'s mission to educate, inspire and support men physically and emotionally in their experiences with prostate cancer, chronic pelvic pain, incontinence and sexual health disorders through high-quality clinical care, continuing research, community outreach and tailored evidence-based group exercise programs at its prostate cancer exercise venues.

PROST!'s aim is to establish PROST! throughout Western Australia, expanding the program's outreach to men throughout Australia as interstate interests choose to adopt the PROST! model and branding.

Core Values

- Promoting the benefits of exercise for physical and psychological wellbeing.
- Sharing information and learning from each other in a non-judgemental and inclusive manner.
- Providing group prostate cancer support to each other, whilst respecting the right to individual privacy.

YouTube link: <https://youtu.be/Q-AWprXIjvA>

Since inception in 2012 PROST! has had 720 members, and has a current active attendance of 283 across six venues with an average of three new members each month. Men are referred by urologists, other allied health professionals, and through PROST!'s advertising and promotions.

PROST! is proudly sponsored by:



Muscle Mateship Mood

The PROST! program focuses on Muscle Mateship Mood. It is a holistic approach where the whole is greater than the sum of the parts. Muscle being the evidenced-based group exercise sessions. Mateship generated through the experiences and companionship of men going through the prostate cancer journey. And Mood is the sum of the Muscle and Mateship which assists in overall health and improvement in mental wellbeing through our prostate cancer support.

These three components are what PROST! is all about. Helping men in their fight to overcome the effects of being diagnosed with and treated for prostate cancer.

Muscle

Exercise is medicine. It tones the muscles throughout the body including the brain to assist in coping with the effects of pre and post prostate cancer treatment.

There are numerous studies to prove this is the case. Men who have been members of PROST! for many years mostly attend 2 sessions a week. Their main reason for ongoing attendance is the benefit they obtain from the evidence-based group exercise sessions. For more information view some of the research on the Benefits of Exercise.

Any man who has been diagnosed with prostate cancer at any time in his life is welcome to join PROST!'s prostate cancer evidence-based group exercise program.

PROST! offers 16 prostate cancer gym sessions per week across six different venues, all guided by specially trained exercise physiologists.



Sessions include:

- Thorough flexibility and warm-up exercises led by professional exercise physiologists.
- Pelvic floor exercises, which are a vital component of restoring and improving continence and erectile function.
- Strength conditioning and weight resistance training to improve overall strength and vitality.

Mateship

The focus on mateship is an important part of being a prostate cancer support group and part of what PROST! delivers.

The supportive and light-hearted environment allows men to develop their own support network and to enjoy each other's company at our prostate cancer group. Each member understands what others are dealing with.



Mood

One of the many consequences of any type of cancer is the effect it has on one's mental health and prostate cancer is no different.

The type of treatment offered can play a role in this, which is why it's so important to have a prostate cancer support group.

Whilst every person diagnosed with prostate cancer has their own journey, they do all share one thing in common; they all have it.

PROST! can help. We focus on helping men develop a positive mood, through a combined focus on muscle (exercise) and mateship in our prostate cancer support group in Perth.

The holistic approach with Muscle Mateship Mood especially in a prostate cancer group setting assists in:

- Increase quality of life
- Increase physical function
- Decrease anxiety
- Decrease depressive symptoms
- Decrease fatigue





Advertisement – Business Development Manager

Play a role in improving the lives of men diagnosed with prostate cancer

- Part time opportunity with flexible working hours
- Inaugural role reporting to the Board
- Initial two-year contract, remuneration negotiable

THE ORGANISATION

PROST! Exercise 4 Prostate Cancer Inc is dedicated to improving the lives of men diagnosed with prostate cancer through support, education, and physical wellness programs. PROST!'s mission is to enhance its evidence-based group exercise programs promoting health, recovery, and community among men undergoing treatment. As the organisation looks to expand its efforts, an opportunity has arisen for an enthusiastic Business Development Manager to join the team.

THE ROLE

The Business Development Manager is an inaugural role reporting to the Board of PROST! and working on a part time basis with flexible working hours. Initially engaged on a two-year contract, the person appointed will play a vital role in developing, implementing and supporting financial sustainability initiatives. This role will include the development and execution of income generating strategies including fundraising campaigns, seeking sponsors and identifying grant programs in both government and the philanthropic sector and cultivating donor relationships. It will also include identifying suitable gymnasiums or other facilities, negotiating sub-leases or other arrangements, and identifying qualified exercise physiologists and negotiating their employment.

REQUIREMENTS

If you have experience working in the not-for-profit sector and can demonstrate having developed strategies to achieve long-term financial sustainability, such as fundraising, development, or related roles, we would be interested to hear from you. Proven ability to build and maintain relationships with stakeholders, donors and partners, in addition to excellent organisational and project management skills, will be the ideal skillset for this position.

TO APPLY

To apply please click the Apply Now button or visit www.beilbydt.com.au quoting reference **986293**. Please provide a comprehensive resume together with a covering letter of no more than two pages, outlining your interest in the position and addressing your suitability to the role.

Download an Application Pack by clicking or copying and pasting this link in your browser: <https://beilbydt.com.au/application-packs>

For initial enquiries, or for any assistance you may need in making your application, please contact **Emily Bulloch** for a confidential discussion on 0427 582 402 or ebulloch@beilbydt.com.au.

Applications will close at **4pm AWST on Monday 6 October 2025**.

PROST! EXERCISE 4 PROSTATE CANCER INC.

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Position Description

ABN 86828898208

Job Title:	Business Development Manager (Part Time)
Location:	For discussion
Organisation:	PROST! Exercise 4 Prostate Cancer Inc

About PROST!

PROST! Exercise 4 Prostate Cancer Inc is dedicated to improving the lives of men diagnosed with prostate cancer through support, education, and physical wellness programs. Our mission is to enhance our evidence-based group exercise programs promoting health, recovery, and community among men undergoing treatment. As we expand our efforts, we are seeking an enthusiastic Business Development Manager to join our team.

Position Summary

The Business Development Manager is an inaugural role reporting to the Board of PROST! The person appointed will play a vital role in developing, implementing and supporting our financial sustainability initiatives aimed at giving us the capacity to expand our evidence-based group exercise programs currently operating in gymnasiums in the following localities: Crawley, Fremantle, Joondalup, Leederville (2 venues) and Mandurah.

This role will include the development and execution of income generating strategies including fundraising campaigns, seeking sponsors, identifying grant programs in both government and the philanthropic sector and cultivating donor relationships.

It will also include identifying suitable gymnasiums or other facilities, negotiating sub-leases or other arrangements, and identifying qualified exercise physiologists and negotiating their employment. The focus will primarily be within Western Australia, including rural and regional areas, but also to assist interstate parties interested in adopting the PROST! model and branding.

The ideal candidate will have experience in the development of and execution of strategies to achieve financial sustainability in the community sector, a strong commitment to men's health, excellent communication skills, and an initiative-taking approach to building community and partnerships.

Responsibilities

1. Work with the Board to develop and implement strategies to create long-term financially sustainable income streams to support evidence-based exercise programs for men with prostate cancer.
2. Expand the PROST! programs and identify suitable gymnasiums located within sporting clubs that feature fully equipped facilities and access to external green grassed ovals, ideally securing access for 2 to 4 hours a week during daytime hours.
3. Negotiate favorable sub-lease terms with gymnasium owners or managers, ensuring terms are appropriate for a not-for-profit organisation.
4. Identify and secure the employment of qualified and accredited exercise physiologists, arrange employment contracts and ensure consistency of the exercise program across multiple venues.
5. Identify, research, and engage potential grant funding sources, donors, sponsors, and partners.
6. Develop compelling proposals, grant applications, and reports to secure funding from foundations, corporations, and individuals.
7. Work with the Board and volunteers to organise and participate in fundraising events, promotional exhibitions and other campaigns, including community outreach and partnerships.
8. Cultivate and maintain relationships with current donors and sponsors, updating them on program success and impact.
9. Ensure that suitable communication and promotional materials are created for fundraising and other PROST! initiatives.
10. Track and analyze income generating results, providing regular updates and recommendations for improvement to the Board.
11. Report regularly to the PROST! Board to ensure alignment between fundraising, program delivery, and facility access.

Selection Criteria

Essential

1. Experience in business, management, communications, marketing, or a related field.
2. Proven experience in working in the not-for-profit sector on the development of strategies to achieve long-term financial sustainability including fundraising, development, or related roles.

3. Strong commitment to men's health, particularly in relation to prostate cancer.
4. Strong written and verbal communication skills, with the ability to develop engaging content for diverse audiences.
5. Demonstrated ability to build and maintain relationships with stakeholders, donors, and partners.
6. Excellent organisational and project management skills, with the ability to manage multiple tasks and deadlines.
7. Proficiency in using fundraising databases and Microsoft Office Suite (Word, Excel, PowerPoint).

Desirable

1. Knowledge of the health and wellness sector, specifically exercise programs for cancer recovery.
2. Experience in identifying suitable facilities and negotiating terms, preferably within the not-for-profit sector.
3. Experience in grant writing and familiarity with grant and sponsorship application processes.
4. Familiarity with fundraising platforms and social media strategies for fundraising.

Work Schedule

This is a part-time contract position requiring approximately 17.5 hours per week. Flexibility in scheduling may be available.

PROST! is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees and volunteers.

Further information on PROST! can be obtained at www.prost.com.au

Applicant Notes

These notes are provided to assist you in the preparation of your application and to help the selection panel evaluate your application.

APPLICATION:

Your application should include:

- A comprehensive resume; and
- A covering letter of no more than two pages, outlining your interest in the position and addressing your suitability to the role.

By submitting your application you agree to provide true and accurate information on your career history and qualifications.

It is essential that the information you provide is clear, concise and relevant, so that the selection panel can readily assess your claim for the position.

Initially based on written applications, candidates who demonstrate that they meet the requirements of the role and, relative to other candidates, appear to be competitive, will be considered for interview.

LODGEMENT OF APPLICATION:

Applications should be made online at www.beilbydt.com.au quoting job reference **986293**.

Applications will close at **4pm AWST on Monday 6 October 2025**.

REFEREES:

Applicants should provide the names and contact details of at least two current referees in their application. This will include two managers or suitably senior colleagues that can comment on work outcomes, competencies and behaviours that are relevant to this position.

INTERVIEWS:

Interviews will be conducted in person or via video conference.

Shortlisted applicants may be required to complete psychometric testing and/or Digital Interview in addition to reference checking, and may be required to attend a second interview.

BACKGROUND CHECKS:

Third party background checks will be undertaken for the preferred applicant – this includes qualification, police clearance, identity and employment history verifications.

PRE-EMPLOYMENT MEDICAL:

The preferred applicant will be required to undertake a pre-employment medical to ascertain if they are fit and can safely perform the inherent requirements of the role.

EQUAL OPPORTUNITY:

PROST! maintains an equal opportunity policy in assessing all applications for any advertised position and provides a smoke free work environment.

WEBSITE:

The organisation maintains a website www.prost.com.au which contains substantial information.

FURTHER ENQUIRIES:

For further information about the role please contact Emily Bulloch, Principal Consultant – Beilby Downing Teal on 0427 582 402 or ebulloch@beilbydt.com.au.

