**JOB SUMMARY AND PERSON SPECIFICATION**

**Job Title:** Senior Corporate Partnerships Manager

**Reports to:** Head of High Value Partnerships

**Based at: Flexible but within reach of central London (weekly)**

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| **Job Purpose** | * *Lead and deliver the corporate and commercial strategy to build long term multi-layer partnerships that deliver both income and impact.* |
| **Accountabilities** | * Significantly grow our income from the current base level by building a clear foundation and deliverable plan. * Build a high performing corporate partnerships team that understand strategic and long term partnerships and how to build and nurture these. * Work with recovery teams to develop effective funding opportunities for programmes and ensure that such opportunities and propositions are packaged attractively for partners. * Develop commercial partnerships that offer a chargeable service offer building on our expertise in mental health and adaptive sport to deliver greater impact and reach. |
| **Main Responsibilities** | * Deliver significant income growth as per the H4H 3-year commercial strategy increasing from current year @£1.2m * Implement consistent pipeline and reporting management including clear KPI’s and effective usage of CRM to manage and report. * Develop and lead the implementation of a clear corporate and commercial strategy ensuring all team members are clear on objectives and responsibilities. * Scope, test and implement commercial product offer to Corporates that utilise our expertise for societal benefit. * Manage all aspects of team performance. * Lead and support team to build long term strategic partnerships that deliver long term income meeting partners and Charity goals. * Work with all partners to deliver increased partnership value. * As part of the strategy, work with trading teams to develop licenced products that bring visibility and income to H4H. * Play an active role in the high value partnerships leadership team ensuring there is a cohesive approach and working to maximise cross team opportunities * Act as a role model in working collaboratively and with pace to deliver our commercial strategy. |
| **Essential Qualifications** |  |
| **Essential Knowledge, Skills & Experience** | * Significant corporate partnership fundraising experience and a track record of success for developing multiyear six and seven figure partnerships * Highly numerate and adept at constructing budgets and forecasts and managing pipeline income for income and expenditure * Highly experienced at networking and building relationships including at CEO level * Demonstrable stakeholder engagement and management * Able to lead and manage complex partnerships and cross-organisational project groups to achieve outcomes * Knowledge of charity law and producing fundraising / commercial contracts * Knowledge and experience of working within GDPR * Experience of managing and developing high performing fundraising teams in a remote working environment * Confident in decision making and creative problem solving * Strong understanding of the evolving Corporate Social Responsibility agenda * An effective team player with excellent interpersonal skills * Able to deliver successfully at pace. * Strong understanding of successful donor cultivation * Excellent presentation and communication skills * Strong negotiation skills * Pro-active and uses own initiative with a determination to ensure the charity’s grows income * Strong IT skills including, Word, Excel and PowerPoint * Able to travel to partner locations for meetings accross the UK |
| **Desirable Knowledge, Skills & Experience** | * Direct experience of developing and implementing commercial partnerships (providing paid for services) * Experience of developing commercial propositions from Charity USP * Direct experience of brand licencing |
| **Key Competencies & Behaviours** | * Able to work effectively at pace and deliver across multiple projects * Solutions focused and able to navigate potential barriers effectively * Highly resilient and able to lead change * Confident and polite manner * Ability to build rapport quickly and to understand needs and expectations * Positive, empathetic, patient, polite and friendly manner * Ability to remain calm under pressure * Displays the highest levels of integrity, confidentiality and commitment * Respond quickly to changing demands and demonstrate strong skills in prioritisation and time management * Self starter, able to work and drive work forward with minimal direction * Analyse information quickly and communicate in a concise and articulate manner * Well organised with the ability to prioritise * Attention to detail in all aspects of work * Demonstrates an ability to work as part of a team and be a flexible team player * Flexible re. hours of work   Model our Values. We are:   * Innovative-Collaborative-Authentic-Resourceful-Energetic |

I have read and understood the Job Description:

PRINT NAME: …………………………………………………………..  
  
  
SIGNED: …………………………………………………………..

DATE: …………………………………………………………..