**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.*
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| **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.
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| **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.
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| **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
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| **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
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| **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
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I have read and understood the Job Description:

PRINT NAME: …………………………………………………………..

SIGNED: …………………………………………………………..

DATE: …………………………………………………………..