

Teach First

Senior New Partnerships Manager



The role

The rundown: The Corporate Partnerships team is responsible for securing circa £4m of Teach First's voluntary income where £650k is generated via new partners. We work with over 30 businesses from across sectors and have ambitions to significantly grow our partner portfolio year on year.

The New Corporate Partnerships Team is focused on securing new partners who share our vision and aspire to invest in Teach First over the long-term.

As Senior New Partnerships Manager, you will play a crucial role in identifying, cultivating and securing new Corporate partners. This will include six/seven figure strategic, multi-year partnerships. Strong leadership and relationship skills, a passion for fundraising and creativity to develop compelling propositions will enable you to thrive in this role.

The detail: day-to-day work

- Proactively research, identify and cultivate a pipeline of your own six-figure corporate prospects with C-Suite stakeholders.
- Routinely plan, monitor and track personal progress against New Corporate Partnerships KPIs using Department processes and CRM systems.
- Work collaboratively with colleagues including; our School Engagement team, programme teams and regional teams to create propositions that will appeal to yours and the teams' prospects.

- Establish sustainable income for Teach First through securing multi-year partnerships and/or those with the potential to grow over the long-term.
- Work with finance, legal and the New Corporate Partnerships Senior Lead to ensure donation levels and contracts agreed are in the best interests of the Charity.
- Develop your own networks and engage with Teach First senior volunteers to harness their connections and expertise to identify and progress leads through to contract.
- Work with the Senior Lead to harness the expertise and connections of our Business Leaders Councils.
- Project manage and take part in a range of engaging cultivation events (e.g. school visits, webinars etc).

You'll take ownership for:

- Securing a personal income target of c. 300K (this will grow in future years) and helping to establish a strong pipeline.
- Cultivation of your prospects from meetings, proposals, negotiating and contracts.
- Leadership and strategic influencing in the team, including line management.
- Delivery of cultivation events in the New Corporate Partnerships calendar, which are an essential tool.
- Supporting the strategic direction of the team with the New Corporate Partnerships Senior Lead.

About you

The Essentials: make sure you demonstrate these in your application. Even if you think you don't quite tick all the boxes we want to hear from you.

- You have a proven track record of proactively identifying leads and building a prospect pipeline, getting the first engagement and cultivating new business opportunities.
- You have experience of winning high value new corporate partnerships of at least 6 figures.
- You are a creative thinker with the ability to develop bespoke and innovative proposals to meet corporate and Teach First long-term aims and objectives.
- You are highly collaborative and effective in building working relationships internally and externally.
- You are a professional and persuasive communicator, with excellent interpersonal skills. Compelling and engaging both in person and in writing.

The nice to haves: we want to hear from you even if you can't demonstrate these yet. We're looking for potential, so tell us about what you can bring to the role.

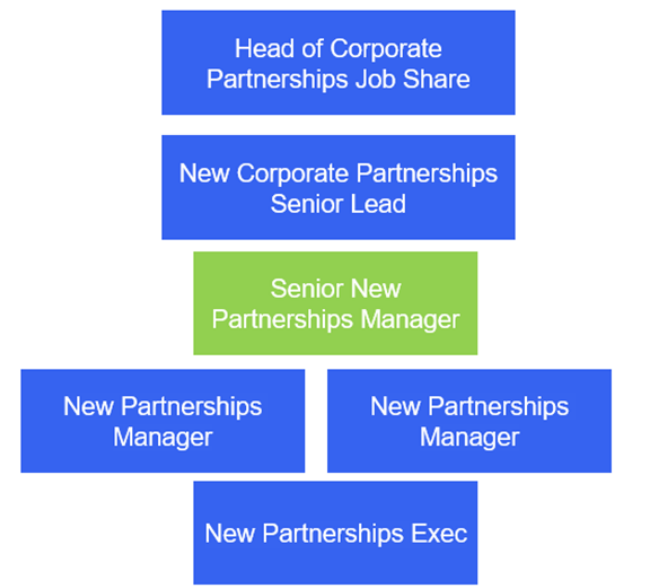
- Prior engagement with youth, education or children's charities, whether professionally or as a volunteer.
- Experience of planning and executing effective cultivation events.
- Confident in using CRM databases, such as Salesforce, to manage relationships and track your pipeline.
- You should have a commitment to and knowledge of advancing diversity and inclusion.

The main responsibilities of this role are described here. As our needs as a charity change, we may need to make reasonable changes from time to time.

We succeed when we work together. Here's who you'll be working with regularly:

- The Head of Corporate Partnerships, the New Corporate Partnerships Senior Lead, and your team colleagues.
- The wider fundraising team; Corporate Partnerships, Major Gifts and Supporter Experience.
- Colleagues in our programme teams (in London and our regional offices) and Charity Services such as Legal and Finance.

More info on how the role fits in with the rest of the team and charity: This position is a level 3 role. Take a look at our role levels and where you'll fit in on our [Working for us webpages](#) (under Pay and Benefits).



More about working for us

There's lots of great stuff about working here. For full details [pop over to our webpages](#).

Our culture: We live by our principles. They underpin our culture and identity. And inform everything we do. [Find our more about our cultural principles](#)

Diversity and inclusion: We want to be a place where everyone can perform, learn and contribute with the confidence to be themselves. We particularly welcome applications from candidates who are disabled; Black, Asian or Minority Ethnic; Lesbian, Gay, Bi, Trans including non-binary, and related communities; and candidates whose socio-economic background reflects that of the pupils we work with. We're committed to better representing the communities we serve.

[Find out more about what we're doing to improve our diversity and inclusion.](#)

This role is suitable for agile and flexible working

Our agile way of working gives you flexibility. Need to start late, finish early or fancy a change of scenery? That's fine, our Agile Working policy [focuses on what you achieve, not presenteeism](#).

If you need a set and regular working pattern to support your life have a chat with us about flexible working options. Over 100 of us already have a flexible working agreement, with more than 70 different working patterns in place. We're ready to hear your request. [Find out more via our flexible working policy](#) on our webpages.

Our benefits: Our mission is critical and the work's important, but so's your life. We've put together a benefits package that means you can live and work well. Find out more on our [Working at Teach First webpages](#).



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Fighting to make our education system work for **every child**