

Appointment of

Head of Corporate Partnerships and New Business



In partnership with



About World Vision

World Vision is the world's largest international children's charity operating in almost 100 countries. Our focus is on helping the most vulnerable children, in the most difficult places, overcome poverty and experience fullness of life. Over the last five years we have helped positively impact the lives of over 200 million vulnerable children through our community-led and child-focused approach. We are focusing relentlessly on eradicating poverty in all its forms – in line with the goals of the Sustainable Development Agenda.






Our focus will and must remain on the biggest threats to children.

World Vision has over 70 years of experience working with communities and partners to create opportunities for better futures for vulnerable children, and we are often first on the ground when a crisis strikes. Inspired by our Christian faith, we help children – of all faiths and none – in some of the world's most dangerous places. Read more about World Vision in our [annual report 2022](#).

World Vision UK is a member of the [World Vision Partnership](#). In the UK, we're a diverse, passionate team of more than 200 people based in Milton Keynes and hybrid across the UK. Last year, we supported 1.3 million children in 184 projects across 34 countries. Altogether, our work benefitted over three million people, including more than a million people – almost half of them children – in emergency situations.



OUR IMPACT IN 2022

-  WVUK supported **3 million people**
-  Including **1.3 million children**
-  **184 projects across 34 countries**
-  **18 emergency responses**
-  **£69.8 million raised**

Partnerships at World Vision UK

World Vision UK (WVUK) has highlighted Partnerships with the Private Sector as key to the future of increasing our impact and tackling the complex global issues that affect children growing up in poverty and living in some of the most dangerous places.

New focus and investment was made into creating the Strategic Partnerships Department, which in just three years has seen fivefold growth, with Corporate Partnerships as the biggest and fastest growing area.

The role of Head of Corporate Partnerships and New Business brings the exciting opportunity to shape the future vision and ambitions for Corporate Partnerships at WVUK. The role will set and lead a new trajectory for securing high value partnerships across the Private Sector and grow a sector leading team. They will lead a recently established team, which has had a highly successful first 18 months since inception and has ambitious expansion plans for it's next phase of growth and development.

The role also plays a critical leadership role across the Strategic Partnerships Department, which includes Key Relationships, Trusts & Foundations, Events and Operations. The role will act as deputy to the Executive Director of Strategic Partnerships, leading on both internal and external opportunities as needed.

We are seeking an ambitious, strategic, and dynamic leader, with a growth and commercial mindset and an appetite for innovation, with significant experience of the role business can play in transforming lives and overcoming the challenges of our generation.



Head of Corporate Partnerships and New Business

Salary: c.£60,000 - £67,000, dependent on experience

Contract: Permanent

Hours: Full-time, part-time considered, with opportunity for flexible working

Location: Milton Keynes (ideally 1dpw on site - open to discussion)

Department: Strategic Partnerships

Reporting to: Executive Director of Strategic Partnerships

Line management: Currently a team of 6, with potential to shape and recruit

The Head of Corporate Partnerships and New Business will be responsible for dramatically increasing the income, value, and impact from Corporate Partnerships at WVUK.

They will be responsible for leading and implementing a strategy to manage and grow existing partners and significantly increase business development. The role will implement a strategy that secures and develops strategic, long-term shared value and commercial consumer facing partnerships with top UK and global companies with particular focus on, establishing a strong pipeline of new partnership opportunities.

The post holder will build and lead a new team, across both account management and new business functions, providing overall leadership and operational management to the team.

As a senior leader of the organisation the Head of Corporate Partnerships and New Business will play an important external facing role on significant relationships and opportunities, will actively contribute to, and support the wider WVUK strategy and will work with the global World Vision partnership to identify, deliver, and collaborate on global partnership opportunities.



Key Responsibilities

Strategic

- Lead and implement a new business strategy to deliver high value partnerships from the corporate sector, focusing on UK headquartered companies, operating on both national and global scales, driving growth in:
 - shared value transformational partnerships that align to our mission for children,
 - consumer-facing partnerships that support growth in World Vision's brand, PR & supporter acquisition, and income targets, and
 - impact partnerships seeking to achieve the maximum impact on our global programming and strategic priorities, including a focus on innovative partnerships with the private sector and a diverse range of income generation models.
- Lead the creation of an inspiring vision, propositions and engagement opportunities that will inspire and engage the private sector, working closely with our Operations, Policy & Programming, Advocacy, Media and PR teams.
- Set and implement a strategy to maximise existing partnerships, ensuring high quality account management, identifying growth potential, and ensuring all relationships align with business objectives to deliver for the partner and for children.
- Play a key role in raising WVUK's profile within the global World Vision partnership, including participation on global steering groups and developing a plan to unlock the potential of the partnership in delivering truly global corporate partnerships.

Leadership

- Drive and manage a New Business team tasked with developing an ambitious sales pipeline, increasing the variety and volume of our partnerships.
- Build and lead a high performing Account Management team, including shaping the roles and responsibilities, recruitment, and all elements of performance management.
- Embed the new Corporate Partnerships and New Business strategy across WVUK.
- Act as a senior member of the Strategic Partnerships Department, inputting into, and supporting the execution of strategy.
- Act as the UK Corporate Partnerships lead and specialist with the global World Vision partnership, representing WVUK on global forums and groups.
- Share best practice in corporate fundraising/ private sector partnerships, including coaching and mentoring on consumer marketing insight, business principles and value exchange.

Continued overleaf

Operational

- Create effective pipeline management and performance systems, providing regular financial, KPI and performance reporting.
- Establish the necessary systems, processes, and ways of working across WVUK to ensure excellent partnership management.
- Develop impactful marketing collateral and inspirational pitches and proposals to win new partners.
- Negotiate, prepare, and finalise contractual agreements for all partnerships.
- Manage risk and ensure all policies, codes of conducts and protocols are adhered to.
- Act as a member of the WVUK Operational Leadership Team, supporting the overall management and performance of WVUK.

Externally Facing

- Acting as a senior level representative for WVUK, including attending high level meetings, events, pitching and leading strategic external opportunities.
- Build a network of influential and senior stakeholders to support in new business and lead generation.
- Stay abreast of the external landscape, development and trends in partnerships and the international development sector.

Collaboration

- Work closely with the Programme & Policy Department to identify and co-design where the private sector can add the greatest value and impact to our work and identify the propositions and opportunities that will inspire businesses.
- Work closely with the Public Engagement Department to identify and co-create how corporate partnerships can deliver supporter acquisitions and brand value.
- Work with World Vision International and the global partnership to deliver global partnership opportunities, providing UK leadership and support as needed.

Accountability

- Accountable for the delivery and performance of a multi-million-pound client facing function.
- Accountable for maintaining standards, performance, delivery of results and managing budgets.
- High degree of latitude to plan the activities of the function and the functions accomplishment of tasks.

Innovation

- Explore and deliver opportunities to grow unrestricted income from Corporate Partnerships.
- Seek out test and develop new intuitive and types of partnership on an ongoing basis.

Person Specification

Essential Technical Skills

- Significant experience in building and managing partnerships to achieve social good and/or deliver income.
- Significant experience in managing a strong sales /opportunity pipeline delivering successful outcomes.
- Experience in corporate fundraising within a large charity.
- Knowledge of the external fundraising environment, corporate trends/challenges and an understanding of regulations that affect corporate partnerships.
- Excellent experience of leading and growing teams, including performance management, empowering and motivating teams to achieve ambitious results, and innovating to improve effectiveness and impact.
- A good strategic thinker with the ability to understand and consider the bigger picture, able to prioritise and balance a busy workload.
- Excellent written skills: ability to make a cogent and compelling case for support and draft and present complex information into captivating documents, emails, and communications. Ability to articulate and summarise complex and technical information in a clear, concise, and compelling manner.
- Significant experience of managing a diverse range of stakeholders / relationships at a variety of levels in a global organisation.
- Knowledge and experience of the necessary processes, systems, and ways of working that under-pin successful partnership delivery and management.
- Excellent organisational and planning skills with the ability to manage multiple conflicting priorities.
- Deep understating of development and humanitarian issues.

Essential Personal Skills

- A passion for World Vision's mission, a commitment to our vision, mission, and core values.
- An exceptional relationship builder and with very high levels of impact, charisma, gravitas, diplomacy and sensitivity, and ability to command a variety of senior audiences.
- A demonstrable track record of being able to influence, be persuasive and credible at the most senior levels, securing buy-in and support to achieve objectives.
- An excellent communicator with the ability to flex style to a variety of audiences and platforms, including face to face and via Zoom/MS Teams.

Continued overleaf

Essential Personal Skills Continued

- Significant experience of networking and representing an organisation at external events.
- An international perspective, understanding of the complexities of poverty and inequality in the UK and globally.
- Significant experience of building collaborative ways of working cross-organisationally to achieve objectives.
- A team player; open, able, and willing to deliver beyond his or her personal brief.
- Consults others and shares expertise, know-how and ideas with colleagues for best results. Values diversity, respecting and drawing on colleagues different perspectives, skills and knowledge.
- Remains positive and quickly recover from set-backs, keeping problems in perspective. Takes a solutions focused approach to problem solving in difficult circumstances. Anticipates risk and puts plans in place to mitigate impact.
- Initiative and self-starter: ability to pro-actively create, seize, and deliver opportunities.
- Ability to travel within UK, and occasional international travel accompanying donors.

Employee Benefits

- 28 days annual leave, plus bank holidays (pro rata for part-time employees), rising to 29 days with 5-years service and 30 days with 10-years service
- Flexible working
- Employer pension contribution of 7%
- Private medical insurance (option to add family members with a deduction from salary)
- Life Assurance (4 x basic salary)
- Enhanced maternity benefits of up to 13 weeks full pay followed by 26 weeks at the published SMP rate (after 1 years service)
- Enhanced sick pay
- Employment Assistance Programme, which includes access to 1-2-1 counselling
- High street discounts and personal holiday rates
- Free parking at our office in Milton Keynes
- Cycle to Work scheme
- Paid professional subscriptions
- Study support, including paid time off and assistance with course fees
- WVUK funded field visit after 3-years service

For more information about World Vision and our story, please see our website [here](#).

Our latest Annual Report may also be of interest in exploring our work, [here](#).

How to apply

World Vision are partnering with Naomi Carruthers at **QuarterFive Fundraising Recruitment** for this appointment. For a confidential discussion of this role and to make an application, please get in touch.

✉ naomi@quarterfive.co.uk

☎ 07538 576637

The deadline for applications is **Wednesday 1st November**. Application is by CV and cover letter.

As a child focused organisation, World Vision UK is committed to the safeguarding of children, therefore any offer of employment is conditional upon the successful completion of applicable background checks, including a criminal records check.

Accessibility

If you require access to this document in alternate formats, or any other adjustments, please contact Naomi Carruthers by email naomi@quarterfive.co.uk or call 07538 576637.

Equality, Diversity and Inclusion

QuarterFive and our clients know fundraising could better reflect the diverse backgrounds and experiences of the people the charity sector supports. If you think you meet some of the criteria for a role and would like to discuss how your other experience might transfer, please ask us for a chat. We're here to support you. Appointments will be made on merit alone and we will gladly make reasonable adjustments to always ensure a fair process. QuarterFive's Equality, Diversity and Inclusion Policy can be found [here](#).

Universal acceptance for everyone, everywhere is at the heart of World Vision's Christian organisation. They promote diversity of thought, culture and background, which connects the entire World Vision family. As such, World Vision is proud to be an Equal Opportunity Employer. They value diversity and aspire to reflect this in their workforce. World Vision particularly welcome applications from under-represented sections of the community. World Vision UK also operates flexible working policies and practices. Read more about World Vision's position on Equality, Diversity and Inclusion [here](#).



This job pack has been created by QuarterFive, in collaboration with World Vision.

QuarterFive Fundraising Recruitment is a specialist agency for charities and fundraisers. We provide clients with access to the best fundraising talent in the sector, and offer candidates expert support in securing their next fundraising role.