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| PLAN INTERNATIONAL UK JOB PROFILE |

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| **Job Title** | Corporate Partnerships Lead |
| **Directorate** | Fundraising and Supporter Engagement |
| **Unit** | Major Partnerships |
| **Grade** | 2 |
| **Salary** | £60,060 per annum |
| **Hours** | Full-time - 5 days (34.5 hours) per week |
| **Contract type** | Permanent |
| **Location** | UK based working from our offices near Old Street, London. We operate a hybrid working model, where staff split their time between working at home and in the office. |
| **Reporting to** | Head of Major Partnerships |
| **Responsible for** | Corporate Partnerships Manager x2  Business Development Executives x2 |

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| **Overview** |
| Plan International UK is a global children’s charity striving for an equal world. One where every child can reach their full potential and every girl can choose her own future.    We bring people together to protect children’s rights and keep girls safe, in school and in control of their bodies – even when disaster strikes. And we won’t stop until we are all equal.  You can find out more about Plan International UK and our work [here,](https://plan-uk.org/)  To find out more about working at Plan International UK please visit our [careers site](https://careers.plan-uk.org/our-values).  The Major Partnerships Unit works with trusts and foundations, major donors and corporates to facilitate transformative change for the children and communities we work with. The unit delivers sustainable income and raises the profile of Plan International UK through its partners.  The Unit works closely with the International Programmes Department to coordinate and manage opportunities with current and future partners. |

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| **Job Purpose** |
| To spearhead Plan’s work to identify and win new corporate partnerships while retaining and growing our existing partnerships – driving Plan International UK’s ambitions to increase support and income for the commercial sector. |

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| **Key Deliverables** | **Key Responsibilities** |
| **Strategy** | * Develop and implement Corporate Partnerships Growth strategy ensuring a focus on new partnerships that is aligned with our programmatic and organisational priorities whilst optimising the value of existing partners * Provide strategic oversight to the account management of existing high value corporate partnerships working with the Corporate Partnerships Managers to create realistic and deliverable partnership growth/development and manage and mitigate risk * Deliver income targets from corporate partners and manage related expenditure budgets to achieve required ROI Business development |
| **Management** | * Directly manage and actively coach Corporate Partnerships Managers and Business Development Executives * Produce monthly reports detailing results and activities, flagging trends, issues and recommending solutions * Develop and optimise pipeline management tools to ensure new business team achieve activity and income targets * Lead by example to promote and action Plan’s anti-racism plan within the Corporate Partnerships team |
| **Networking and Sector Knowledge** | * Follow national and global developments in corporate fundraising and participate in industry forums such as Bond/UNGC to inform prospecting and proposition development * Develop a deep knowledge of Plan and the development sector in order to identify new market opportunities and produce compelling propositions |
| **Collaboration** | * Work collaboratively throughout the organisation, in order to maximise partnership value and identify and capitalise on relevant networks * Play a leading role in collaborating across Units to ensure a mutual support of each other’s objectives * Promote collaborative goal setting so that team members can participate and contribute to decision-making processes |
| **Stakeholder Relationship Management** | * Work with the Leadership Team, including the CEO, Trustees and influential supporters to maximise their contacts/networks in order to secure potential partners |

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| **General** | * Ensure that all activities undertaken on behalf of Plan International UK, externally or internally, are in line with the overall aims and values of the organisation and with Plan’s policies and procedures * Participate in training and other activities as required |

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| **Awareness and Representation** | * Commitment to Plan International UK’s position on promoting girls’ rights and gender equality, diversity and inclusion and anti-racism and integrating this into all aspects of your work |

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| **Level of Safeguarding Responsibility** | Standard – No direct contact with children, young people or programme participants day-to-day.   1. Act as a role model representing Plan International’s commitment to non-discrimination and safeguarding 2. Report safeguarding concerns in a timely manner and co-operate in investigations as appropriate 3. Understand the relevance of safeguarding to your role and make sure you mainstream safeguarding in your work in order to fulfil Plan’s duty of care   A Basic DBS check will be required. |
| **Level of Budgetary Responsibility** | Medium – responsibility for the management Corporate Partnerships team budget |

*This is not intended to be an exhaustive list. Your job description may be subject to change.*

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| **Date Created** | April 2024 |

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| PLAN INTERNATIONAL UK PERSON SPECIFICATION |

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| **Essential Criteria** |
| * Evidence of successful influencing, networking and negotiating with senior staff/clients both internally and externally |
| * Ability to secure new six figure corporate partnerships as well as retaining and developing existing partnerships |
| * Able to deal confidently and diplomatically with colleagues (including CEO and Board) and donors at all levels |
| * Experience of developing and managing people and high performing teams - able to coach and inspire teams to succeed |
| * Experience of strategic planning - initiation, development and implementation of strategic processes |
| * Experience of setting targets and objectives, delivering against these and monitoring and evaluating performance |
| * Creative approach able to generate innovative ideas and deliver effective pitches and partnerships |
| * Analytical, budgeting and financial management skills |
| * A collaborative approach to working cross-organisationally and embedding effective ways of working to deliver shared objectives |
| * Ability to work effectively in a fast-changing external environment with the ability to quickly respond to new developments and adapt plans accordingly |
| * Able to demonstrate a commitment to our [Values and to Feminist Leadership Principles](https://careers.plan-uk.org/our-values) and role model these in all aspects of your work |