



**SENIOR
PARTNERSHIPS
DEVELOPMENT
MANAGER**



JOIN THE TEAM!

Action Against Hunger is building a world where no one dies from hunger. Life-threatening hunger is predictable, preventable and treatable, so a world without it is possible.

We tackle it where it hits and lead research to stop it. We work relentlessly to save lives and to create a world free from hunger.

We stop life-threatening hunger in its tracks. By training parents and healthcare workers to spot the signs, we get life-saving care to people who need it. Our research drives forward understanding of how to predict, prevent and treat life-threatening hunger. With unbeatable knowledge and unstoppable determination, we're taking action against hunger

WE HAVE THREE ORGANISATIONAL VALUES:

1. We work in partnership
2. We are trusted experts
3. We are unstoppable changemakers

If you want to be part of this mission and if you share our values, come and join us.

CHECK OUT OUR SOCIAL CHANNELS:



AAH_UK



Action Against Hunger UK



actionagainsthungeruk



Action Against Hunger UK



actionagainsthunger.org.uk



ROLE DETAILS

Job title:	Senior Partnerships Development Manager
Grade:	PO3
Department:	Fundraising and Communications
Reports to:	Head of Partnerships
Job location:	London (UK Office) with ability to work up to 3 days at home per week
Duration:	Permanent
Hours:	37.5 per week
Salary band:	£44,756 - £48,325

JOB PURPOSE

Action Against Hunger is a global humanitarian organisation that takes decisive action against the causes and effects of hunger. We save the lives of malnourished children. We ensure everyone can access clean water, food, training and healthcare. We enable entire communities to be free from hunger.

In 2021, Action Against Hunger UK launched an ambitious new 5-year fundraising and communications strategy, of which corporate funding is a crucial part. Reporting to the Head of Partnerships, the Senior Business Development Manager is a key member of the Partnerships team and a significant role in the Fundraising & Communications department.

We are recruiting for an experienced new business professional who has a proven track record of securing 6/7-figure partnerships with the corporate sector. The purpose of the role is to grow our portfolio of strategic high-value partnerships, securing funding and shared value opportunities aligned with the Sustainable Development Goals.

This is a great time to join our team as we focus on growing and diversifying our partnerships portfolio. Working closely with the Head of Partnerships, you will have responsibility for continuing to evolve and implement our new business strategy and together with the Partnership Development Officer, you will drive forward our pipeline to win transformational partnerships. We have a huge range of projects and opportunities with which to engage new partners, both in the UK and internationally, but you'll also have the chance to bring your creativity to the table with concept development and creating new products.

You'll also have the opportunity to work closely with the Disasters Emergency Committee (DEC); and lead on projects with counterparts in the Action Against Hunger global network.

KEY DUTIES AND RESPONSIBILITIES

Secure new high-value partnerships:

- Support the Head of Partnerships in continuing to evolve and implement Action Against Hunger's new business strategy, with a special focus on securing long-term strategic partnerships (+£100,000)
- Ensure Action Against Hunger has a dynamic and high-value pipeline of prospective partners
- Lead on approaches to prospective partners, creating and delivering high-quality, innovative, and engaging proposals/pitches, ensuring a tailored approach to all
- Develop sector strategies, keeping fully abreast of trends and developments in target industries
- Ensure Action Against Hunger is up to date and compliant with sector legislation and best practices in relation to the drawing up of agreements, the correct wording for CRM activity, and confirmation of when VAT should be applied to donations for commercial activity

Work with the Action Against Hunger international network and the DEC:

- Work collaboratively across the global Action Against Hunger network, leading on new global partnership opportunities and liaising closely with colleagues internationally to craft expert and innovative restricted funding programme proposals
- Play a key role in the launch of Disasters Emergency Committee (DEC) Appeals, by working in collaboration with fundraising colleagues to reach out to potential corporate supporters using content produced by our comms colleagues.

Line Management and Internal Relations:

- Line manage and support the development of Partnerships Development Officer
- Build strong relationships internally to develop compelling propositions for potential partners
- Work with other members of the fundraising team to take forward specialist projects and represent the team on cross-organisational initiatives
- Deputise for the Head of Partnerships when required

Financial and Reporting Responsibilities:

- Provide regular and quality financial, KPI, and commentary reporting on Action Against Hunger's new business budget, working towards ambitious targets
- Responsible for managing and monitoring the new business team budget and KPIs, as approved by Head of Partnerships and Director of Fundraising and Communications
- Ensure the prospect pipeline and new business contacts and correspondence are captured on Raisers Edge database
- Adhere to the terms of the Action Against Hunger International Code of Conduct and associated policies, as a condition of their employment. All employees have responsibility for understanding and following protocols in relation to safeguarding (children and vulnerable adults), and the protection from sexual exploitation and abuse (PSEA). Those in management positions are also responsible for ensuring that staff, volunteers, consultants and other key stakeholders are made aware of and supported in implementing these measures

The above list of key duties is not exclusive or exhaustive and the post holder will be required to undertake such tasks as may reasonably be expected within the scope and grading of the post.

The job may involve international travel, in line with our International Environmental Framework. And finally, you'll need to adhere to our Code of Conduct and organisational policies and protocols.

PERSON SPECIFICATION

ESSENTIAL

- Demonstrable interest and/or experience in international development
- Experience of securing 6 figure high value, long term partnerships
- Proven experience of growing income and exceeding targets
- Knowledge of legal requirements related to trading activities (e.g. drawing up legal agreements, CRM wording, confirming VAT application for commercial value) and data protection laws
- Demonstrable ability to analyse and respond to trends and creating new corporate partnership propositions
- Experience of pitching to and negotiating with high level decision makers
- Experience of being an ambassador for an organisation and presenting the organisation's work to difference audiences, including large groups of staff or customers
- Experience in communicating (both verbally and in writing) complex technical information into easily accessible material for supporters
- Experience of writing high quality, tailored reports and proposals for a corporate audience
- Demonstrable experience or personal commitment to promoting Fairness, Respect, Equality, Diversity, Inclusion and Engagement in the workplace

DESIRABLE

- Experience and knowledge of Raiser's Edge as a prospect and acquisition tool
- Experience of liaising and working with stakeholders in an international network or federation, or with other international offices or organisations.
- Knowledge and experience of international funding sources and regulatory requirements across international markets.

THE BENEFITS

You're likely to be joining us because you're as passionate about the cause as we are. But since you're here, here are some more great reasons to work with us:

- we're all about work-life balance and are flexible so you can manage work around your needs
- we'll enrol you in our pension scheme, contribute 6% to it every month and give you free Group Life Cover, if you put in at least 4%
- interest-free season ticket and personal loans (subject to eligibility)
- payroll giving scheme
- ride-to-work scheme

- private medical insurance
- free health cashback scheme, including dentist and optician appointments
- discounted gym and health club membership
- online shopping discount scheme
- annual staff recognition awards with gift voucher prizes
- employee advice line – free confidential access to financial and legal advisors
- telephone and online counselling sessions
- organisational sick pay – starting at four weeks full pay plus two weeks half pay, increasing with service
- 25 days holiday plus eight bank holidays, increasing with service after two years. You can also buy up to five extra days of annual leave each year
- enhanced maternity and paternity pay
- up to five days paid carers' leave
- up to 24 hours paid leave per year for employer-supported volunteering
- we operate an incremental pay structure. It's our policy to offer successful candidates the bottom of the advertised range. But if a candidate can demonstrate their current or most recent salary is higher, we'll increase our offer within the advertised range.

“MUNIRA WAS VERY SICK. BUT NOW, I AM SO HAPPY, SHE RUNS AROUND AND PLAYS.

“ACTION AGAINST HUNGER HAS HELPED US A LOT.”

- Medina, Somalia

