

Corporate Partnerships Manager – 12 month FTC

Duration: Full time, 12 month FTC

Salary: up to £44,057 per annum (depending on skills and experience)

Location: Flexible/ London Office

Reporting to: Corporate Partnerships Manager

Department: External Relations

Key working relationships: Head of Partnerships and Philanthropy, Corporate Partnerships Manager, Corporate Partnerships Account Manager, Corporate Partnerships Officer, Grants/Contracts Manager, Philanthropy & Appeals Manager, Events Team, Digital, Marketing and Comms team, Volunteer Engagement Manager and wider Collective Action Team.

This is an exciting and busy time to be joining UK Youth as we deliver our ambitious new strategy 'Unlocking Youth Work'. You will lead on securing new relationships with high value, multi-year partners across brand, programmes and charity of the year.

Purpose of the job

As Corporate Partnerships Manager you will be responsible for securing new income and support from corporate partners, ensuring more young people can benefit from the life-changing impact of youth work.

This role will work closely with the Head of Partnerships and Philanthropy to ensure we have well developed and compelling products and propositions to take to prospective partners. This role will oversee the full cultivation cycle for potential partners, from building the pipeline to making approaches and developing pitches. You will be a master at building relationships with strong sales and marketing acumen. You will be the organisational 'expert' in this audience and work closely with the Head of Partnerships and Philanthropy and the wider External Relations department to grow income, brand awareness and reputation. You will be target driven, a strong storyteller and communicator and able to build and retain relationships with key internal and external stakeholders.

Why work at UK Youth?

UK Youth is a leading charity that exists to ensure all young people are equipped to thrive and empowered to contribute at every stage of their lives. We work with others to ensure that the youth sector is strengthened, supported, and that provision is youth-led, evidence-informed and delivers high-quality outcomes for young people.

By 2025, through the unlocking of impactful, high-value, multi-year partnerships, we will have driven more than £30 million in critical funding to local youth organisations. In addition, we will have upskilled and invested in the development of thousands of youth workers and directly supported more than 1 million young people across key themes such as mental health, employability and outdoor learning. We are already well on our way to achieving these ambitious goals and we have an impressive portfolio of existing partners. However, we need more talented individuals to join our team to help fully realise these ambitions. Are you looking to take on a new challenge? Are you proactive, target-driven and want to put your influencing and communication skills to the test to

help us retain, grow and unlock new partnerships? This could be the perfect role for you!

Key responsibilities

- Oversee the full cultivation cycle of new relationships with corporate partners to grow our organisational income; from researching, building and owning a comprehensive prospect pipeline, through to proposal and pitch development to negotiation and up to the point of contract.
- Line management of a Corporate Partnerships Officer who leads on prospect research and pipeline development as well as leading approaches to lower value opportunities.
- Work closely with the other Corporate Partnerships Manager, who predominantly leads on the account management of our existing portfolio, to develop strategy and growth plans for the corporate income stream.
- Engage key internal stakeholders as necessary to support approaches and contribute to proposals and pitches to secure new partnerships.
- Ensure accurate records are kept of all pipeline and prospect work on the CRM and income pipeline.
- Work closely with the the Corporate Partnerships Manager and key internal stakeholders to increase engagement opportunities for prospective partners, including across volunteering and pro bono.

Other area of responsibilities

Income Generation

- Play a key role in the implementation and delivery of the Income Generation Strategy working closely with the Head of Partnerships and Philanthropy.
- Lead on producing high quality written communications, reports, propositions and pitches as per the requirements of prospective partners.
- Deepen and strengthen external relationships with a pipeline of high value prospects by proactively seeking out relevant opportunities to network, attend events and identify speaking opportunities for UK Youth.
- Keep up to date with the latest data, innovation and trends impacting corporate/charity collaborations to help inform future planning.
- Keep up to date with relevant business news and strategic shifts or developments at key partners and sectors, proactively seeking opportunities to broaden knowledge.
- Support the Corporate Partnerships Officer to conduct thorough due diligence and capacity analysis on new partnership opportunities.

Digital, Engagement and Communications

- Work closely with the Digital, Marketing & Communications team to improve our communications to supporters with a focus on digital storytelling.
- Work closely with the Digital, Marketing & Communications team to develop ways to promote, showcase and celebrate opportunities to partner with UK Youth across our social

media channels and other digital platforms,

- Ensure the attendance of warm leads and prospects at UK Youth engagement events, maximising the opportunity to raise the profile of UK Youth's work, demonstrate impact and increase connection to the cause.

Strategy and Performance

- Provide audience expertise into planning cycles and strategic decisions that influence the creation of products and propositions.
- Provide regular updates to the Head of Partnerships and Philanthropy on achievements against KPIs and priorities
- Ensure all donations are accurately recorded and recognised, working closely with the finance team.
- Manage and operate within the agreed business plan and budget to ensure that UK Youth income targets are met.
- Ensure all fundraising activities meet fundraising and data compliance standards.
- Undertake any other duties and reasonable requests that are in keeping with the nature of this post.

Officer behaviours and expectations

All staff at UK Youth will demonstrate their commitment to our mission to ensure all young people are equipped to thrive and empowered to contribute at every stage of their lives. They will also be able to fulfil the below expectations and behaviours:

- Be committed to safeguarding principles and be willing to put the welfare of children and young people at the forefront of your work.
- An understanding and belief in the inclusion of all staff, partners and young people irrespective of race, gender, sexuality, age, religion, ability, identity, and experience
- Actively promotes and embeds an understanding of equity, diversity and an inclusive culture
- Able to take personal accountability for key work areas and understand individual accountabilities within work areas back to inform planning and decision making
- Able to identify cause and effect relationships and take a solution focussed approach
- Able to be solution focussed in their thinking and approach.

Person Specification: Corporate Partnerships Manager

Experience

- Experience of new business fundraising or equivalent relationship-focused roles in fundraising, events, sales or marketing environment
- Experience of raising five/six figure sums from corporate partners or other equivalent experience.
- Experience of working in a busy team and working across multiple projects
- Experience of line management

Knowledge, skills and understanding

- Knowledge of the fundraising and/or commercial market
- Knowledge of the needs of young people, the youth sector and UK Youth
- Excellent written and verbal communication
- Excellent IT skills including use of Microsoft Office Outlook, Word, Excel and PowerPoint
- Excellent organisational skills with the ability to manage and take responsibility for own workload, handle multiple priorities and to work independently

Personal qualities

- A 'can do' and flexible approach with ability adapt to changing priorities, including a willingness to travel and work occasional evenings and weekends when necessary
- Outcomes focused and target driven
- Passionate about supporting young people
- Strong storyteller and communicator
- Honesty and integrity
- Brave and ambitious
- Open to new ideas and creative thinker

This post is subject to receipt of two satisfactory references, an enhanced DBS check and Right to work in the UK. Please note, this job description is subject to change. With any significant change, we will ensure this is discussed with you before any final approvals and or commitments.

This job description does not form part of your contract of employment. You may be required by the organisation to undertake any duties within your skills and capabilities, which the organisation reasonably considers necessary to meet business needs.