

Job description: Senior Corporate Partnerships Manager

Duration: Permanent

Salary: £46,167 per annum

Location: Hybrid Working with regular attendance at London Office

Reporting to: Role reports to Head of Partnerships and Philanthropy

Department: External Relations

Key working relationships: Departments internally and external key stakeholders

Purpose of the job

This is a fantastic opportunity for an experienced Corporate Partnerships Manager to take on a new challenge and help us unlock youth work for 1 million young people by 2025. The Senior Corporate Partnerships Manager will work closely with the Head of Partnerships and Philanthropy to motivate and inspire a team of six working across account management and new business. The role has direct line management responsibilities of three and will be responsible for working closely with them to develop compelling commercial products and funder propositions to take to companies. The role will be responsible for overseeing the development of the Corporate Pipeline to meet income targets as well as ensuring exceptional account management of our diverse and vibrant portfolio of partners to maximise opportunities.

Why work at UK Youth?

We are a value-based, passionate and committed organisation offering a friendly working environment with lots of opportunities for professional development and socialising (even whilst we are all working remotely!) from lunch and learn sessions, staff quizzes to virtual coffee meetups. UK Youth prides itself on being an Equal Opportunity employer and we would particularly welcome applications for this role from those who identify under one of the protected characteristics under the Equality Act 2010.

We value the differences that a diverse workforce brings and are committed to inclusivity, and to employing and supporting a diverse workforce. Our selection procedures ensure that people are treated on the basis of their relevant merits, experience, skills and abilities and that no individual receives more or less favourable treatment.

We welcome applications from groups currently under-represented in our organisation including BIPOC, LGBTQIA+ and persons with disabilities. We are also currently underrepresented by men, and so are seeking applications from different backgrounds, cultures, age, experience and identity to bring a wide range of experiences, ideas, views and insights to UK Youth.

Key Responsibilities

- Support the team to develop and maximise income from our existing portfolio. This includes ensuring each account has a robust stewardship plan, securing senior leadership support where necessary and inspiring cross-organisational support to deliver success.
- Lead on the relationship management of a small portfolio of senior stakeholders at high

value partners, with support from the team on the wider partnership.

- Oversee the development of a strong pipeline to meet and exceed income targets with a focus on securing multi-year, strategic partnerships that focus on unrestricted income and key focus areas.
- Lead on the development of new bids and pitches to high value corporate partnerships, in collaboration with colleagues across the organisation and the Head of Partnerships and Philanthropy.
- Explore opportunities that are aligned to UK Youth's work and brand to create a new sustainable income stream.
- Develop and manage the Corporate Partnerships Team.

Other areas of responsibilities

- Develop strong and compelling multi-year propositions to take to companies and inspire decision makers.
- Ensure employee fundraising potential is maximised throughout each partnership with proactive promotion of employee participation in UK Youth's events and campaigns.
- Ensure the impact of our partnerships are celebrated through creative brand collaborations, communications and PR, working closely with the Brand, Marketing and Comms team.
- Ensuring all communications, materials and products are produced in accordance with UK Youth brand guidelines, fundraising regulations and Ethical Policy.
- Ensure preparation and timely submission of internal reporting on progress of objectives, expenditure budgets and targets.
- Ensure diligent maintenance of Microsoft Dynamics and champion its consistent use with the team and in accordance with UK Youth database and GDPR policies.
- Remain fully up to date with market competitors, business and CSR news through research and networking, ensuring no major opportunities are missed.
- Champion and instill behaviours of continuous learning and development by encouraging the team to attend peer networking events, conferences and learning events on relevant topics.
- Working with Head of Partnerships and Philanthropy to ensure a coordinated national approach to winning and delivering partnerships of significant scale and impact for UK Youth.
- Working collaboratively with the wider ER Team and other functions to deliver best supporter experience and ensure an integrated and joined up fundraising strategy is delivered.

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 Lead

Experience

- Line management experience
- At least four years' fundraising experience, ideally gained in corporate partnerships, major gifts or business development
- Developing creative and engaging funder propositions
- Managing/cultivating relationships with senior stakeholders
- Strong written and verbal communication

Knowledge, skills and understanding

Knowledge, skills and understanding required in the role.

Personal qualities

- A pro-active approach, self-motivated and enthusiastic with initiative and commitment to achieving results
- Flexible approach to work and a can do attitude
- Excellent interpersonal, influencing and persuading skills
- Excellent organisation and time management skills

This post is subject to receipt of two satisfactory references, an standard / 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.

UK Youth prides itself on being an Equal Opportunity employer and we would particularly welcome applications for this role from those who identify under one of the protected characteristics under the Equality Act 2010, which include race, age, disability, gender, religion or belief, and sexual orientation.

We value the differences that a diverse workforce brings and are committed to inclusivity, and to employing and supporting a diverse workforce. Our selection procedures ensure that people are



treated on the basis of their relevant merits, experience, skills and abilities and that no individual receives more or less favourable treatment. We can offer flexibility through the interview process and endeavour to accommodate candidate's needs.