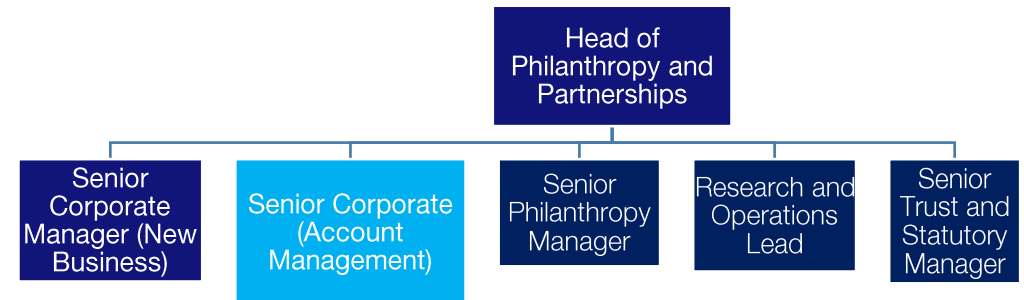
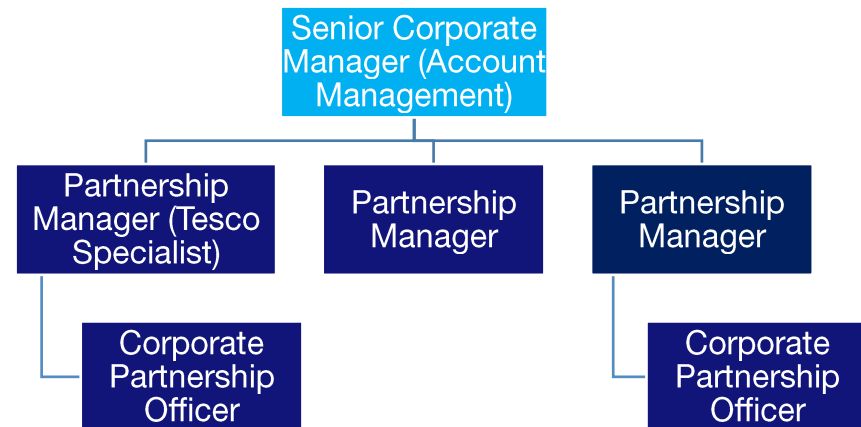


<p>Job Title Senior Corporate Manager (Account Management)</p>
<p>Key focus of the role You will lead your team to deliver significant financial and strategic value from our high value corporate partnerships, driving charitable impact and meeting shared goals. You will be a corporate partnership expert and will be responsible for generating £3m - £5m from our partners per annum from established, cause-led partnerships. In doing so, you will lead the organisation to enhance the health and wellbeing of millions of people through partnership working across the UK.</p>
<p>Key deliverables</p> <ul style="list-style-type: none"> Lead on the development and retention of all high value corporate partnerships for Diabetes UK Lead your team to deliver financial and strategic value from these partnerships Ensure partnership governance frameworks maximise partnership value and manage risk Be externally focused and network on a regular basis with current and potential funders
<p>Contractual information</p> <ul style="list-style-type: none"> Contract type: Permanent Hours: 35 Pay range: Band 4
<p>Key working relationships internal Philanthropy and Partnerships team, partnership stakeholders in Events, Brand, PR, Clinical and Care, Legal, Finance, Data, Digital and key members of leadership team</p>
<p>Key working relationships external Key stakeholders at partner organisation, peers in the sector, agencies and consultants, Trustees and key senior volunteers.</p>

Directorate and team
This role sits in the **Philanthropy and Partnership Team** in the **Engagement and Fundraising Directorate**



Job and reporting Line



All jobs at Diabetes UK are based on a 10-factor competency framework called the **What-How Framework**. We've listed the key activities you'll undertake and the skills, knowledge and behaviours you need to be successful in this role. We've summarised these using four key competency areas in each section, however once appointed, you are expected to meet the requirements of all 10 factors. We'll explain this to you during your induction period. All elements listed below are essential requirements unless shown as (desirable).

Key activities – What you need to do

Setting & delivering strategy and & objectives	Improving delivery	Collaborating with colleagues	Building external relationships
<ol style="list-style-type: none"> 1. Lead on strategic partnership development to deliver against partnership goals for income growth 2. Lead on account management for a small number of key strategic partnerships and manage account portfolios across your team 3. Oversee income and expenditure budgets for existing partnerships and lead on partnership renewals 4. Ensure that consistent, cross-organisational measurement and evaluation models are built into partnership frameworks. Sharing learnings and best practice with the team and wider organisation 	<ol style="list-style-type: none"> 5. Establish new approaches and develop new tools to develop and maximise value from partnerships 6. Ensure that partnership activity is conducted in line with best practice, governance frameworks and the fundraising Code of Practice. 7. Manage and mitigate risks and complaints associated with partnerships 	<ol style="list-style-type: none"> 8. Lead and manage your team and colleagues across the organisation to deliver against partnership goals, securing financial and non-financial value and sustained growth 9. Provide leadership across the whole directorate and deputise for colleagues when required 10. Work closely with the new business team to ensure new partners are transitioned effectively to your team and to support with partnership renewal, innovation and uplift 	<ol style="list-style-type: none"> 11. Develop senior relationships with existing and potential partners to influence, persuade and develop partnership objectives 12. Build on existing and new senior volunteer relationships to help with partnership development

Skills, knowledge and behaviours – How you need to do it

Setting & delivering strategy & objectives	Building external relationships	Managing and developing others	Communicate with others
<ol style="list-style-type: none"> 1. Draw on your experience managing multiple, complex high value partnerships (6 and 7 figure, multi-year) in either a charity or commercial sales environment 2. Project manage large and complex projects from inception to delivery 3. Be highly organised and able to prioritise under pressure. 4. Be motivated by the desire to achieve targets and return on investment 5. Understand what drives business (CSR agendas, sustainable development goals etc) and innovative to create shared value 	<ol style="list-style-type: none"> 6. Network on a regular basis with current and potential funders, maintaining excellent knowledge of key business sectors 7. Think strategically and independently to identify opportunities through existing and potential partnerships to increase charitable reach and impact 	<ol style="list-style-type: none"> 8. Lead to inspire and develop your team and delivery teams 9. Effectively manage your team; ensuring they are resourced and portfolios are balanced 10. Build organisational capability and understanding around delivering strategic partnership objectives 	<ol style="list-style-type: none"> 11. Demonstrate excellent negotiation and influencing skills, to drive value generation through external stakeholders 12. Deploy advanced communication and listening skills to understand stakeholder motivations and complex partnership dynamics 13. Work across a range of functions and with a wide range of teams to deliver partnership goals

Qualifications – Qualifications you need to carry out this role

N/A