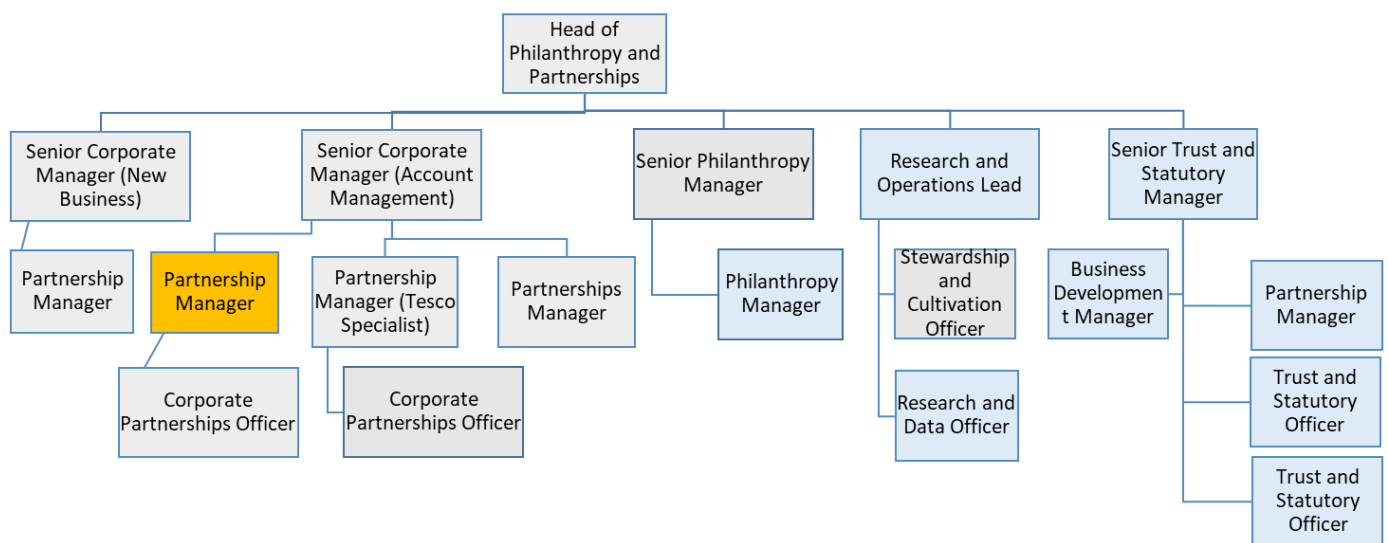


Partnership Manager (Account Management)

DIRECTORATE:	Engagement and Fundraising
SECTION:	Philanthropy and Partnerships
REPORTING TO:	Senior Corporate Manager (account management)
CONTRACT:	Permanent



WORKING RELATIONSHIPS:

Inside Diabetes UK
Philanthropy and Partnerships team, partnership stakeholders in Events, Brand, PR, Clinical and Care, Legal, Finance, Data, Digital and key members of leadership team
Outside Diabetes UK
Key stakeholders at partner organisation, peers in the sector, agencies and consultants as required and key senior volunteers.

OVERALL PURPOSE OF THE JOB

The Partnership Manager (Account Management) is responsible for the management and development of Diabetes UK’s strategic partnerships. The Partnership Manager will drive impact and value for both the charity and partners, working closely with key stakeholders to raise awareness and funds in support of people living with and at risk of diabetes. They will build strong and effective relationships internally and externally and ensure that partnerships deliver against shared and charity specific goals. The post holder will demonstrate a specialist approach to managing key strategic partnerships, whilst also ensuring that we have a joined-up approach to partnership management and supporting other partnerships as needed.

MAIN DUTIES AND RESPONSIBILITIES:

Partnership development;

- Lead on strategic partnerships for DUK, working closely with internal and external stakeholders to deliver against partnership goals
- Leveraging and creating fundraising opportunities to deliver sustained income growth for DUK, working with colleagues to raise awareness of diabetes amongst partner customers and staff
- Working with colleagues to use strategic partnerships to accelerate progress towards Outcome goals and secure both financial and non-financial value for the organisation
- Deliver an excellent donor experience, at all times.

Cross team working

- Work with colleagues across Philanthropy & Partnerships to monitor the effectiveness of partnerships you manage, sharing learnings and best practice to inform wider partnership work
- Work across the team and organisation to develop and deliver partnership objectives through project management and engagement of all stakeholders
- Contribute to planning and budget setting for the team and support with the account management of other strategic partnerships as required

Planning, reporting and compliance

- Develop annual income and expenditure budgets, monitor monthly cash flows, and regularly update income and expenditure forecasts. Prepare financial analysis and status reports as needed.
- Ensure that consistent, cross-organisational measurement and evaluation models are adhered to and provide regular reports on delivery against relevant KPIs.
- Ensure all activity is conducted in line with the fundraising Code of Practice and all other legal and regulatory requirements
- Co-ordinate the negotiation and development of contractual agreements relating to partnership activity

Management

- Management of the Partnerships Officer, enabling her/him to deliver value and impact in their own partnerships and through strategic partnerships that they are supporting on

PERSON SPECIFICATION:

The best person for this job will be able to:

- Influence with impact through senior stakeholder relationships – internally and externally
- Thrive under pressure and be target and ROI driven
- Convey passion for Diabetes UK's cause and the work made possible through the partnership.
- Spot opportunities for partnerships in a complex organisation
- Project manage complex and multi-faceted partnerships, with multiple stakeholders

The best person for this job will have experience in:

- What drives business and how to create shared value
- Delivering high value partnerships (6 & 7-figure, multi-year) in either a charity or commercial sales environment
- A strong knowledge of marketing principles and Diabetes UK's work
- Excellent negotiation and influencing skills
- Excellent communication and listening skills
- Project managing significant partnership activity from inception to delivery

The best person for this job will be:

- Extremely collaborative and lead when needed
- Commercially minded
- Able to make sense of complexity and create detailed and realistic account plans and deliverables against these
- Target and ROI driven
- A strategic thinker