

<p><b>Job Title</b> Senior Partnerships Manager (Corporate New Business)</p>	<p><b>Directorate and team</b> This role sits in the <b>Philanthropy and Partnership Team</b> in the <b>Engagement and Fundraising Directorate</b></p>
<p><b>Key focus of the role</b> As Senior Corporate Manager (New Business), you will lead Diabetes UK to identify, cultivate and secure partnerships that deliver significant financial and strategic value, accelerating progress towards a world where diabetes can do no harm. You will build a strong pipeline of prospective partners and roll out a commercially driven, donor centric acquisition strategy for corporate new business. Working with and managing senior stakeholders, you will broker sector-leading partnerships that raise awareness of diabetes and enhance the health and wellbeing of millions of people across the UK.</p>	<pre> graph TD     A[Head of Philanthropy and partnerships] --&gt; B[Senior Partnerships Manager (Corporate New Business)]     A --&gt; C[Senior Partnerships Manager (Corporate Account Management)]     A --&gt; D[Research and Operations Lead]     A --&gt; E[Senior Trust and Statutory Manager]     A --&gt; F[Senior Philanthropy Manager]     </pre>
<p><b>Key deliverables</b></p> <ul style="list-style-type: none"> <li>Lead on securing six and seven figure, multi-faceted and multi-year strategic corporate partnerships</li> <li>Pilot innovative new business models and approaches, working closely with senior stakeholders and senior volunteers</li> <li>Work with colleagues to create a strong prospect pipeline, to manage partnership risk, to transition new partners and support our wider corporate partnership programme, and compelling cases for support</li> <li>Set the strategic direction and line manage the Partnerships Manager (New Business), the Sales and Sponsorship Manager, and matrix manage the Corporate Partnerships Officer</li> </ul>	<p><b>Job and reporting Line</b></p> <pre> graph TD     A[Senior Partnerships Manager (Corporate New Business)] --&gt; B[Partnerships Manager]     A --&gt; C[Sales and Sponsorship Manager]     A -.-&gt; D[Corporate Partnerships Officer (Tesco and New Business)]     </pre>
<p><b>Contractual information</b></p> <ul style="list-style-type: none"> <li>Contract type: Permanent</li> <li>Hours: 35 (full-time)</li> <li>Pay range: Band 4</li> </ul>	
<p><b>Key working relationships internal</b> Philanthropy and Partnerships team, Senior Partnership Communicatoins Manager, wider Engagement and Fundraising Directorate, delivery teams and heads of department, finance, Assistant Directors and Executive Directors</p>	

**Key working relationships external**

Senior volunteers, current and potential major donors, current and potential corporate partners, peers in the sector, agencies and consultants as required

All jobs at Diabetes UK are based on our competency framework called the **What-How Framework**. In the following sections we've listed:

- the key activities you'll undertake (**the What**) and
- the skills, knowledge, experience and behaviours you need to be successful in this role (**the How**).

**Key activities – What you need to do**

Setting & Delivering Strategy & Objectives	Managing and Developing Others	Making Change Happen	Improving Delivery
<p>1. Lead on implementing Diabetes UK's corporate new business strategy, building six and seven figure, multi-faceted and multi-year strategic partnerships with a diverse range of corporates</p> <p>2. Develop strategies to access new (global) markets, and to recruit and steward senior volunteers, to enable the organisation and team to achieve strategic outcomes and goals</p> <p>3. Work closely with Business Development Manager and Senior Management Team to align prospect research to fundraising priority projects</p> <p>4. Set and achieve ambitious targets for income growth</p>	<p>5. Develop and lead the New Business team in line with Diabetes UK's values and culture</p> <p>6. Line management responsibility for a the Partnerships Manager (New Business),and the Sales and Sponsorship Manager. Responsible for supporting, coaching and development of line reports</p> <p>7. Matrix manage the Partnership Officer (Tesco and New Business)</p>	<p>8. Manage a small portfolio of exceptionally high value prospects</p> <p>9. Lead on the development of compelling sector leading propositions that are strategically aligned and reflect shared goals</p> <p>10. Pilot innovative new business models and approaches, working with multiple partners</p> <p>11. Oversee development of Diabetes UK's sponsorship offer for key events and charitable work</p>	<p>12. Project manage internal and external partnership launches to achieve maximum impact, and lead on partnership negotiation to secure maximum value for Diabetes UK</p> <p>13. Work with team to ensure acquisition and solicitation plans are implemented for all prospective corporate partners</p> <p>14. Oversee and lead the negotiation and development of contractual agreements relating to new partnerships</p> <p>15. Tracking KPIs and overseeing the prospect pipeline for the corporate new business team</p> <p>16. Oversee budget setting and forecasting for Corporate New Business</p>

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

Communicating with Others	Improving Delivery	Collaborating with Colleagues	Making Change Happen
<ol style="list-style-type: none"> <li>1. Be externally focused, networking on a regular basis with current and potential funders, maintaining excellent knowledge of key business sectors</li> <li>2. Network and build relationships internally with colleagues in key Directorates/Teams in order to achieve team and individual objectives</li> <li>3. Gather information and insight from P&amp;P as required to feed in to wider organizational projects/initiatives</li> </ol>	<ol style="list-style-type: none"> <li>4. Ensure New Business team is suitably resourced and has a balanced pipeline of prospects to achieve fundraising targets</li> <li>5. Ensure risk associated with new partnerships is flagged and mitigated, and lead on partnership approval for new partnerships via the Partnership Approval Group</li> <li>6. Ensure all new business activity is conducted in line with the fundraising Code of Practice and all other legal and regulatory requirements</li> </ol>	<ol style="list-style-type: none"> <li>7. Develop senior relationships with prospective partners and teams to influence, negotiate, co-create and agree shared partnership goals</li> <li>8. Work with Research team and Business Development Manager to create a strong prospect pipeline and compelling cases for support</li> <li>9. Work closely with colleagues in the Corporate Account Management team to ensure that new partners are effectively transitioned, and to support partnership renewal, uplift and innovation as needed</li> </ol>	<ol style="list-style-type: none"> <li>10. Work closely with other P&amp;P leaders and relevant stakeholders to identify areas of innovation, develop and refine processes, and build capability and capacity</li> <li>11. Network with colleagues in the sector and attend relevant training and specialist interest groups to ensure our approach is sector leading</li> <li>12. Undertake scenario planning, together with the team, to “future proof” our fundraising activity and mitigate against internal and external risks</li> <li>13. Deputise for the Head of Philanthropy and Partnerships as required</li> </ol>
<p><b>Qualifications – Qualifications you need to carry out this role</b></p>			
<p>None</p>			