

CORPORATE PARTNERSHIPS OFFICER (NEW BUSINESS)



DIABETES UK
KNOW DIABETES. FIGHT DIABETES.

WELLNESS WALK
DIABETES UK

DIABETES UK
FIGHT DIABETES. FIGHT TOGETHER.

WHO WE ARE

For nearly 5 million people with diabetes in the UK, there's no day off. At Diabetes UK, we fight day in, day out for better care, treatment and support. We won't stop until diabetes can do no harm. With more people than ever living with diabetes and millions more at risk of developing type 2, our work has never been more needed.

We can't do any of this without you. Our staff are passionate and determined about helping everyone affected by diabetes. For over 85 years, they've been behind vital policy changes, as well as new treatments and technologies to make living with diabetes easier every day. But there's more to do. And you can be part of it.

We're a really diverse bunch and we recognise and respect your value as an individual.

As well as helping people with diabetes, you'll be part of one of the top 30 Best

UK Charities to Work For, and one of the top 75 Best Large Companies in London.

Tackling inequality is part of our mission, and we're committed to being a diverse and inclusive organisation, for all of our people and volunteers. We have a friendly and inclusive culture, with a range of staff networks and ways to get involved. You can find out more about our approach to equity, diversity and inclusion in our strategy here [EDI Strategy Branded version 22 March 2023.pdf](#).

Our vision is a world where diabetes can do no harm. Join us today, and together, we can make that a reality.



JOB DESCRIPTION

Role title: Corporate Partnerships Officer (New Business)

Contract type: Permanent

Hours: 35

Band: Band 6 - £29,994 - £33,327

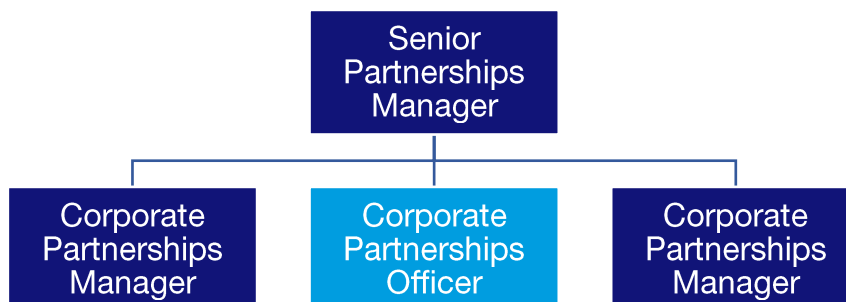
Key relationships (internal and external): Philanthropy & Partnerships, Marcomms, Brand, Events, Research & Clinical, Legal, Finance, Service, Community & Impact. Key stakeholders across the New Business pipeline, peers in the sector and key senior volunteers.

Key focus of the role: You will build, grow and manage a new business pipeline of commercial prospects with a view to winning DUK new partnerships. This role will have income generation targets, work collaboratively on strategic proposals and prospecting, and support the team with processes.

Directorate and team

This role sits in the [Philanthropy & Partnerships Team](#) in the [Engagement & Fundraising Directorate](#)

Department – New Business Team



Main responsibilities

Working in a fast-paced ambitious new business team, you will win new partnerships for DUK. This role will look at commercial CRM partnerships and support the team in strategic partner prospecting, cultivation and proposal creation for larger partnerships.

You will build and grow strong, flexible CRM/ commercial pipelines and manage that through the sales cycle to win partnerships. You will work with the New Business team, Research & Operations and other internal stakeholders to support on sector prospecting, pitches/ proposals, new business innovation and building our internal and external reputation. You will ensure that existing and future partnerships deliver against our organisational strategy.

You will work with the team to explore new opportunities for commercialising assets and product development to secure partnerships. You will also work collaboratively with the team on all elements of the new business process to support and ensure best practice across the department.

Diabetes UK is committed to fundraise in a way that is legal, open, honest and respectful and expects all staff and volunteers to share this commitment. We are registered with the Fundraising Regulator and you will be expected to adhere to the Code of Fundraising Practice.

Person specification

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)

You will be able to:

1. Secure corporate partnerships to the value of £25-£50K
2. Support the wider team on higher value partnerships
3. Develop a CRM partnership specific pipeline of brands
4. Work with the wider team to support on partnership assets, proposals and pitches
5. Develop cultivation plans for key/ priority prospects
6. Work with the Senior Partnerships Manager (New Business) on new business innovation and delivery

7. Ensure all activity, including contracting, is in line with the fundraising Code of Practise and all other legal and regulatory requirements
8. Work across the New Business and Account Management team to transition partners at the right point, in the right way
9. Accurately record information on the CRM system
10. Work with stakeholders to increase the internal & external reputation of the new business team

You will have experience in:

1. Cultivating and building relationships with companies to make a financial ask
2. Pitching and presenting to win new business
3. Working with multiple stakeholders to build new business proposals
4. Working with a CRM to record and track progress
5. Demonstrate confidence, credibility and supporting evidence in order to influence stakeholders
6. Being a supportive team member, happy to help and be proactive

You will have skills in:

1. Building strong relationships with external prospects
2. Be able to adapt and find ways to engage new audiences
3. Able to negotiate different levels of partnerships
4. Manage time and competing priorities
5. Build trust, respect and transparency with colleagues to allow collaborative working
6. Strong presentation skills
7. Ability to creatively problem solve

You will have knowledge:

1. The sales cycle and pipeline management
2. How to prospect/ cultivate partners effectively
3. How to deliver compelling pitches to secure partnerships
4. Of proposal development for the corporate sector

The best person for this job will be (behaviours):

1. Be externally focussed, networking on a regular basis with peers and maintaining excellent knowledge of key business sectors
2. Be resilient in the pursuit of new business
3. Be a collaborative team player, happy to support the team
4. Prioritise tasks and manage time effectively

5. Have excellent communication across the team, wider department and organisation
6. Convey passion for DUK's cause and the work made possible through our partnerships
7. Hardworking, can spot opportunities and has the drive and determination to make them happen
- 8.** Communicate complexity in an engaging and compelling way to internal and external stakeholders

Qualifications/professional membership (if applicable):

N/A

BENEFITS

We know you do more than just work. And that means you might be a parent, carer, friend, volunteer or partner.

We want to make sure that we can help you create a good balance between work and the other parts of your life.

And one way we do that is with benefits we offer you.



Annual leave

We want you to make sure you get time off to rest and relax. So, all full-time permanent employees get 25 days off a year, with bank holidays on top of this.



Connected working

We have adopted a 'connected working' way of working. This means that, for most roles, you are not required to work in an office location every day.



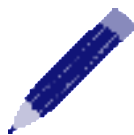
Pension

We enrol everyone into our pension and all new colleagues joining us will get information on the pension scheme. We make an employer contribution of at least 5%.



Healthcare

Our cash healthcare plan that allows you to claim back the cost of regular health appointments and treatment, like the dentist and optician.



Learning and development

We help you to continually develop and achieve your career goals, including offering a wide range of training which happens throughout the year.



Gym membership

We have a gym membership discount scheme through our cash healthcare plan provider. You can use this at a wide variety of gyms around the UK.



Our Networks

A range of active and supportive colleague networks such as the Pride network, Global Majority network and Women's network.



Early finish Friday

Early finish Friday and flexible working as part of our approach to activity-based working (not applicable to roles with fixed shift patterns).



Employee assistance programme

Employee assistance programme to give you support on any issues that come up in life.



Annual season ticket loan

Annual season ticket loan* (on completion of your probation period and if contract is permanent or longer than 12 months).



Cycle to work scheme

Cycle to work scheme.

Get in touch

Email recruitment@diabetes.org.uk

Call **0345 123 2399**

Visit diabetes.org.uk

Search **Diabetes UK** on Facebook, Twitter, YouTube and Instagram

