

DIABETES UK
KNOW DIABETES. FIGHT DIABETES.



**CORPORATE PARTNERSHIPS
OFFICER (NEW BUSINESS)**

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.

We're committed to protecting and promoting the welfare of children and adults at risk, and we need our staff and volunteers to support this.

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 (full-time)

Band: 6

Key relationships (internal and external): Philanthropy & Partnerships, Marcomms, Brand, Events, Clinical & Care, Legal, Finance, Data & Digital teams and key stakeholders from companies 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. Furthermore, this role will support the team with the development of strategic proposals and prospecting.

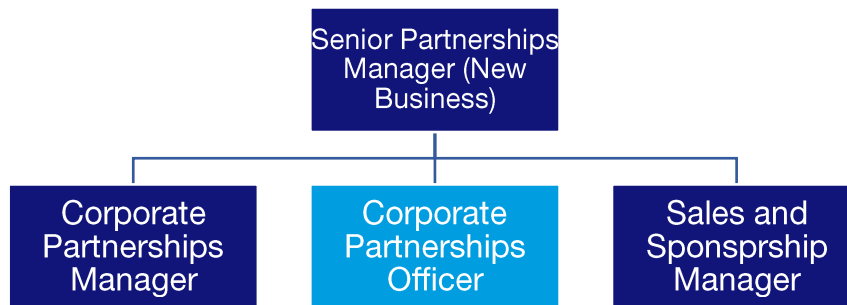
Directorate and team

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

Department



Role and reporting line



Main responsibilities

Working in a fast paced, ambitious new business team, you will win new partnerships between 25-50k. This role will look at commercial CRM partnerships and support the Partnerships Manager in strategic partner prospecting & proposal creation valued at 50-250k+.

You will build and grow a strong, flexible CRM/commercial pipeline and manage that pipeline 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 & external reputation. You will ensure that existing and future partnerships deliver against our organisational strategy.

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. Develop a CRM partnership specific pipeline of brands and support the Partnership Manager with strategic sector prospecting and pipeline development
3. Work with the new business team to support on partnership assets, proposals, and pitches
4. Develop cultivation plans for key/priority prospects
5. Work with the Senior Partnership Manager (New Business) on new business innovation, delivering partner pitches and pipeline development.
6. Ensure all activity, including contracting, is in line with the fundraising Code of Practise and all other legal and regulatory requirements
7. Work across the Corporate new Business and Account Management team to transition new partnerships at the right point, in the right way
8. Record income and donor communications accurately on our database to enable excellent knowledge management.
9. Work with stakeholders to increase the internal & external reputation of the new business team
10. Support the Account Management team as required.

You will have experience in:

1. Cultivating and building relationships with companies and developing a fast paced pipeline
2. Pitching and presenting to win new business or CRM based partnerships
3. Working with multiple internal stakeholders to build new business proposals
4. Working with a database to record and track prospect progress
5. Demonstrate confidence, credibility and supporting evidence in order to influence stakeholders, internally and externally

You will have skills in:

1. Building strong relationships with external prospects with support with Research & Operations
2. Able to negotiate different levels and types of partnership
3. Manage time and competing priorities effectively
4. Build trust, respect, and transparency with colleagues to allow collaborative working
5. Strong presentation skills
6. Good written and verbal communication skills

You will have knowledge:

1. Knowledge of the sales cycle and pipeline management
2. Knowledge on how to prospect/cultivate partners effectively
3. Knowledge of proposal development and pitching to external stakeholders
4. Good knowledge of the sector and competing partnerships within the sector
5. Utilise knowledge and experience of the Fundraising Code and contracting practises

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

1. Be externally focused, networking on a regular basis with peers and maintaining excellent knowledge of key business sectors
2. Be resilient in the pursuit of new business prospects/partners
3. Prioritise tasks and manage time effectively to meet deadlines
4. Have excellent communication across P&P and the wider fundraising directorate/organisation
5. Convey passion for Diabetes UK's cause and the work made possible through our partnerships
6. Build trust, respect and transparency with colleagues to allow for successful collaborative working
7. Communicate complexity and listen actively with colleagues and 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.

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

