

# CORPORATE PARTNERSHIPS OFFICER (ACCOUNT MANAGEMENT)



**DIABETES UK**  
KNOW DIABETES. FIGHT DIABETES.

WELLNESS WALK  
THAMES PATH  
DIABETES UK  
FROM COMPANY PARTNERSHIP

# 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 (Account Management)

**Contract type:** 9–12 Month Fixed Term Contract (Maternity Cover)

**Hours:** 35 (Full-time)

**Band:** 6

**Key relationships (internal and external):**

Internal: Philanthropy and Partnerships team, stakeholders in Events, Marketing, Media, Brand and Creative, Clinical, Policy, Legal and Finance

This role works very closely with colleagues across multiple internal teams including our Philanthropy and Partnerships team, Clinical, Marketing, Media, Policy, Legal and Finance teams.

Externally, in this role you will work closely with key stakeholders across a portfolio of corporate partners, peers in the sector, agencies and consultants as required, and key senior volunteers.

**Key focus of the role:**

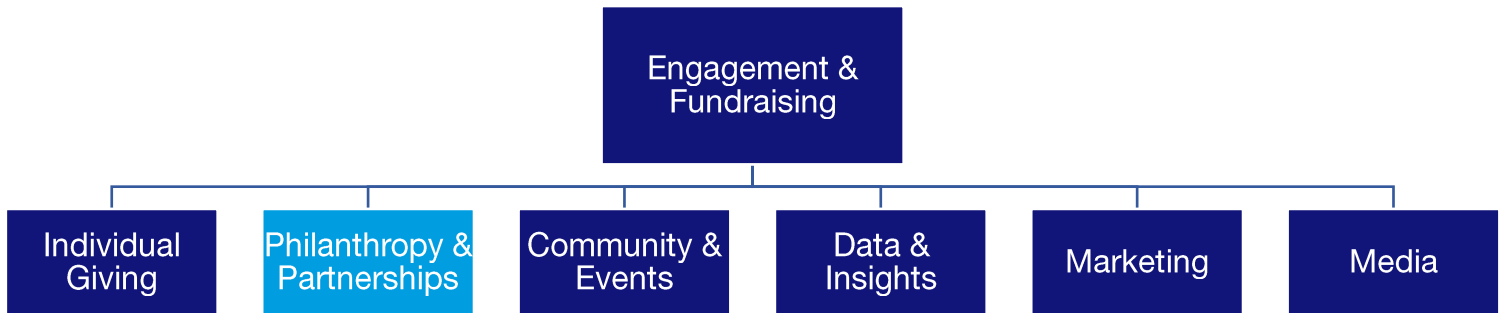
The Corporate Partnerships Officer (Account Management) is responsible for working closely with the wider account management team to maximise the fundraising potential of our existing partners. Including with the Partnership Manager (Tesco Specialist) in supporting on our Tesco partnership. The role will also see you managing your own portfolio of donors.

You will work with internal stakeholders to ensure our partners are stewarded innovatively and are transitioned seamlessly between the new business and account management team. You will ensure that existing and future partnerships deliver against our organisational strategy.

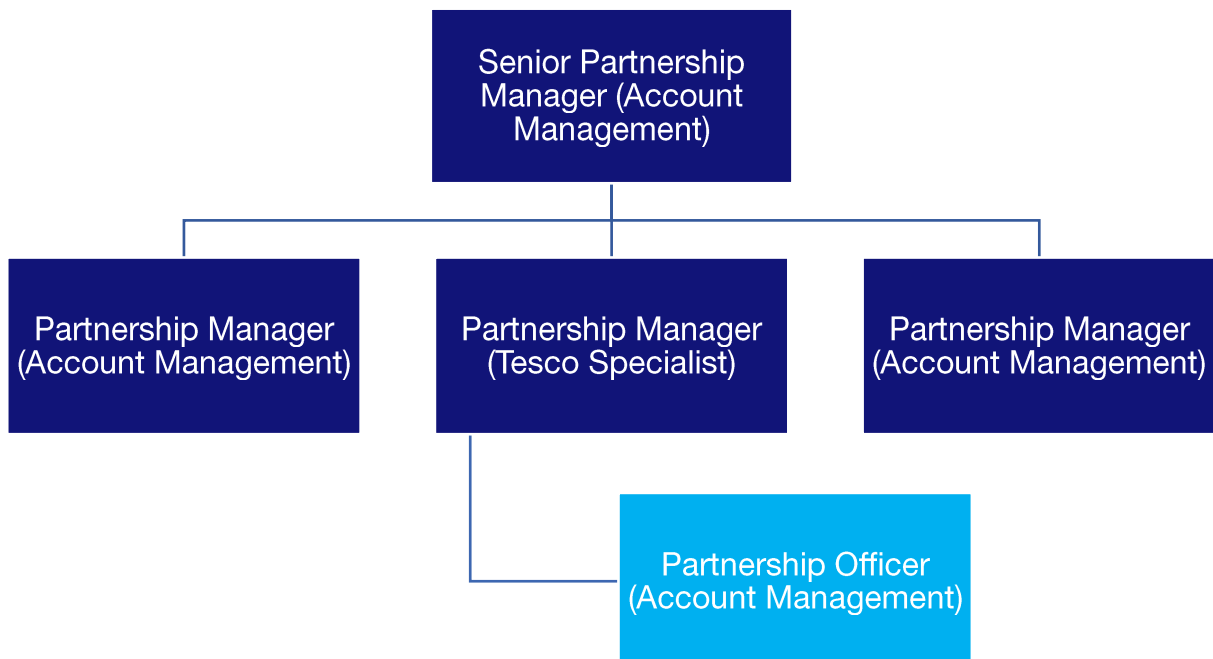
## Directorate and team

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

### Department



### Reporting Line



## Person specification

All jobs at Diabetes UK are based on

- The key activities you'll undertake and
- The skills, knowledge, experience and behaviours you need to be successful in this role

### The Key Activities You'll Undertake:

- Manage your own portfolio of corporate partners and support with account management on other partnerships as needed, including support of our sector leading partnership with Tesco
- Provide excellent donor experience via consistent and effective stewardship, including supporting employee engagement and fundraising of corporate partners
- Seek opportunities for financial uplift and strategic partnership development through regular engagement with corporate partners
- Project manage internal and external partnership activity to achieve maximum impact for Diabetes UK and our partners
- Record partnership activity accurately on the Diabetes UK CRM to enable excellent, knowledgeable management
- Work with colleagues across the Philanthropy and Partnerships (P&P) team to monitor the effectiveness of partnership working, sharing learnings and best practice and to escalate issues as needed
- Work across the Corporate New Business and Account Management team to transition new partnerships at the right point, in the right way
- Support the New Business team as required, contribute to cross-team projects, and take on additional tasks where needed
- Co-ordinate the negotiation and development of contractual agreements relating to partnership activity

### You will have experience in:

- Managing different levels and types of partnerships
- Securing new income and in-kind opportunities via renewal and/or uplift within partnerships you have managed
- Managing the day-to-day delivery of complex relationships or projects
- Engaging with stakeholders at all levels and conveying ideas succinctly and persuasively
- Delivering high quality, tailored stewardship activity to support the development and retention of partnerships
- Working with a database to record and track partnership activity

- Collaborating across multiple teams to deliver on partnership goals

**You will have skills in:**

- Strong relationship building and interpersonal skills with the ability to influence both internal and external stakeholders
- Spotting opportunities for partnerships that drive additional value and uplift
- Working collaboratively with colleagues in key dependency teams (for example marketing, finance, and clinical) operating with trust, respect and transparency to deliver key activity for partnerships
- Excellent time management with the ability to manage competing priorities
- Excellent written and verbal communication skills
- Excellent negotiation skills and the ability to use diplomacy to navigate challenging conversations

**You will have knowledge:**

- Knowledge of how to deliver excellent donor experience and stakeholder stewardship, including employee engagement and fundraising
- Managing income and expenditure budgets, forecasting, and risk modelling
- Knowledge of proposal development and pitching to external stakeholders
- Build trust, respect and transparency with colleagues to allow for successful collaborative working
- Awareness of broader environment and sector trends, networking regularly with peers
- Knowledge and experience of the Fundraising Code and contracting practices

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

- Be target-driven and focused on driving excellent ROI and delivering value for Diabetes UK and our corporate partners
- Have a collaborative approach to work, building trust, respect and transparency with internal colleagues and external stakeholders
- Be reflective and open to giving and receiving feedback
- Be proactive and take initiative to spot new strategic opportunities that drive value
- Convey passion for Diabetes UK's cause and the work made possible through our partnerships
- Personable and have the ability to quickly form positive working relationships internally and externally
- Resilient and solution-focused when navigating challenging situations

Qualifications/professional membership (if applicable):

N/A

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.

# 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.



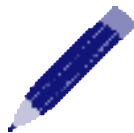
## Pension

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](mailto:recruitment@diabetes.org.uk)

Call **0345 123 2399**

Visit [diabetes.org.uk](https://diabetes.org.uk)

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

