

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



**SENIOR PARTNERSHIPS MANAGER –  
CORPORATE ACCOUNT MANGEMENT**

# 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: Senior Partnerships Manager – Corporate Account Management

Contract type: Permanent

Hours: 35 Hours per week

Band: 4

## Key relationships (internal and external):

Philanthropy and Partnerships team, partnership stakeholders in Events, Brand, PR, Clinical and Care, Legal, Finance, Data, Digital and key members of leadership team

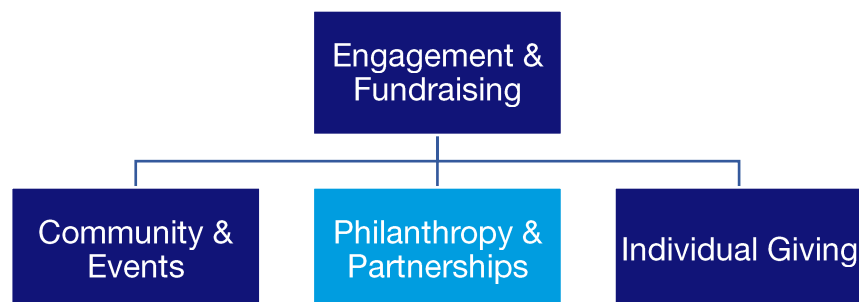
Key stakeholders at partner organisation, peers in the sector, agencies and consultants, Trustees and key senior volunteers.

## Key focus of the role:

As Senior Partnerships Manager (Corporate Account Management), you will lead your team to deliver significant financial and strategic value from existing partnerships, driving charitable impact and ensuring sophisticated governance and joined up partnership development strategies are in place to ensure objectives are met and manage partnership risk. Working with your team and the wider team, you will ensure that our partnerships raise awareness of diabetes and enhance the health and wellbeing of millions of people across the UK.

## Directorate and team

This role sits in the [Insert Team](#) in the [Insert Directorate](#)



## Main responsibilities

- Lead on strategic partnerships development overall for Diabetes UK, working closely with internal and external stakeholders to deliver against partnership goals and deliver sustained income growth year on year
- Account manage a small number of key strategic partnerships for Diabetes UK
- Work with team to ensure that partnership best practice is upheld, ensuring that governance frameworks maximise value from strategic partnerships and help with risk management and mitigation
- Ensure that consistent, cross-organisational measurement and evaluation models are built into partnership frameworks. Provide regular KPIs and reporting for partnerships to key stakeholders and ensure that partnership activity is conducted in line with the fundraising Code of Practice
- Work closely with our leadership team to maximise value from partnerships and develop existing and new senior volunteer relationships to help with partnership development
- Be externally focused, networking on a regular basis with current and potential funders, maintaining excellent knowledge of key business sectors
- Be responsible for motivating a team and actively engaging with the wider philanthropy and partnerships team, other directorates and external audiences to maximise opportunities for collaboration and growth

## 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:

- Project manage large and complex projects from inception to delivery
- Be able to work across a range of functions, and with a wide range of teams, to deliver partnership goals
- Be highly organised and able to prioritise under pressure
- Oversee the income and expenditure budgets and target setting for all exiting partners
- Think strategically and independently to identify and progress opportunities through existing partnerships that increase our charitable reach and impact
- Be a leader, able to inspire and develop teams
- Work as a member of P&P's senior management team to support the delivery of our wider work and management of the wider team
- Thrive under pressure and be target and ROI driven
- Spot opportunities for partnership in a complex organisation

- Understand what drives business (CSR agendas, Sustainable Development Goals etc.) and innovate to create shared value
- Work closely with colleagues in the corporate new business team to support with partnership handover, renewal, innovation and uplift, and to share best practice and learning
- Influence with impact through senior stakeholder relationships externally

**You will have experience in:**

- Corporate fundraising and/or corporate commercial sector account management background
- Substantial and demonstrable experience of working with corporates – stewarding and building relationships to ensure retention and uplift of 5-7 figure partners
- Managing complex partnerships in a charitable or commercial sales environment to negotiate where needed and drive value generation through existing partnerships
- Line management experience, ensuring teams are managed and resourced properly and that donor portfolios are balanced at all levels
- Experience of setting objectives, KPI's and Personal Development plans
- Supporting and delivering high quality communications to influence and persuade a variety of internal and external stakeholder audiences
- Working closely with wider team to maximise opportunities, ensure alignment and develop cross-team assets
- Experience of budgeting, planning and reporting
- Experience of working in a charity fundraising environment

**You will have skills in:**

- Presenting and representing the charity in a range of settings and to a range of internal and external audiences.
- The ability to work independently and use your own initiative
- Excellent negotiation, contracting and influencing skills with a proven ability to develop constructive relationships across a wide variety of roles and hierarchies in a complex organisation to ensure partnership objectives are met
- Managing income and expenditure budgets with knowledge of budget development
- Excellent interpersonal, written and oral communication skills, with the ability to convey complex information clearly and in a compelling manner
- Excellent relationship building and networking skills, with the ability to influence both internal and external stakeholders, including at a senior level
- Ability to think strategically about funding opportunities and develop strategic partnerships
- Excellent planning and time management, with the ability to manage a demanding workload in a complex environment

**You will have knowledge:**

- Demonstrable knowledge of the commercial sector
- Understanding of corporate fundraising and fundraising cycles, especially in relation to restricted funding, including solicitation and stewardship of partners
- Knowledge of developing restricted funding bids, project costings, reporting and planning for significant partners to secure and sustain long term support
- Knowledge and understanding of what drives business and how to create shared value.
- Knowledge and application of different corporate fundraising methods eg CRM, COTY, GIK, Affinity giving, Sponsorship, Commercial, Advertising
- Understanding of how to use a CRM to drive gold standard funder stewardship and accurate donor reporting
- An understanding of current fundraising trends and connections with relevant fundraising networks.
- Understanding of legislation, regulations and financial issues relating to corporate fundraising

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

- Highly credible, with strong all-round communication skills
- Comfortable building relationships with senior stakeholders at all levels
- Personable, ambitious, creative
- Team-worker
- Flexible and agile – you will enjoy working in a fast-paced, fluid working environment focused on growth
- Proven superb, corporate fundraising track-records, and clear passion for the sector
- Be commercially savvy and able to act independently and with authority when working with senior external stakeholders
- Passionate about Diabetes UK's cause and the work made possible through partnership

**Qualifications/professional membership (if applicable):**

Strong experience working in a Corporate Partnerships/high value team at a charity or commercial sales environment

# 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](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

