

PARTNERSHIPS MANAGER (CORPORATE 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: Partnerships Manager (Corporate New Business)

Contract type: Permanent

Hours: 35

Band: 5

Key relationships:

Internal: Philanthropy and Partnerships Team, stakeholders in Events, Brand, PR, Clinical and Care, Policy, Legal, Finance, Data, Digital and key stakeholders across Diabetes UK.

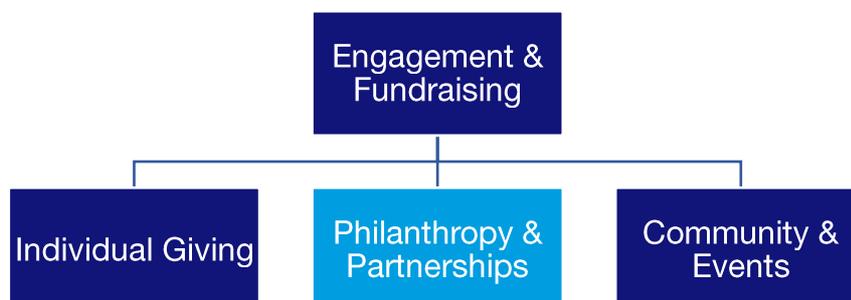
External: Key stakeholders at corporate prospect organisations, peers in the sector, agencies and consultants as delegated by prospects.

Key focus of the role:

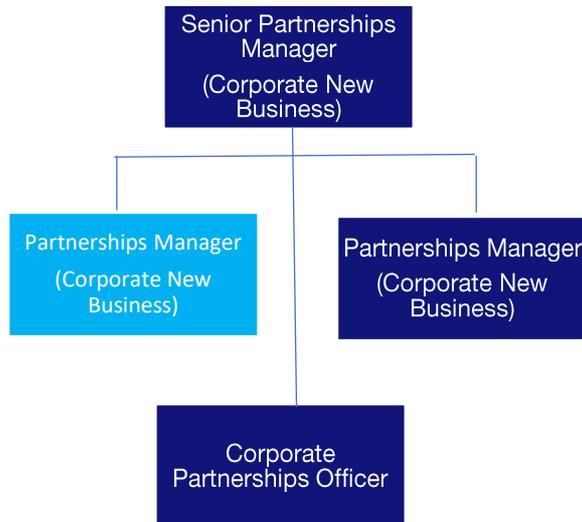
You will identify, cultivate and secure new, long-term corporate partnerships for Diabetes UK. These will focus on income generation and alignment to the cause to ensuring long-term sustainability and impact. You'll have the opportunity to work both independently and collaboratively to secure new partnerships and achieve challenging objectives.

Directorate and team

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



Corporate New Business Team



Main responsibilities

1. Identify, cultivate and secure new long-term income generating partnerships for Diabetes UK
2. Provide Senior Partnerships Manager with regular updates with regards to status of prospects through the pipeline
3. Collaborate on the development of compelling sector leading propositions that are aligned to Diabetes UK's mission and ambitions
4. Work with the team to ensure acquisition and solicitation plans are implemented for all prospective partners
5. Work collaboratively with the team to review and amend processes to streamline operations
6. Work with teams and colleagues across Diabetes UK to plan and build compelling propositions to corporate prospects
7. Work closely with colleagues in the P&P team to follow and improve processes to maximise opportunities for corporate engagement
8. Represent Diabetes UK in a range of settings to a variety of internal and external audiences
9. Ensure relevant colleagues across the organisation are informed as to progress with regards to key opportunities with all reporting completed where required
10. Support the Corporate New Business Team, contribute to cross-team projects and take on additional tasks where needed
11. Actively contribute at team meetings and when representing the New Business Team

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

You will be able to:

- Be externally focused, understanding of the corporate sector and how they engage with charities
- Think strategically with a creative mindset to identify opportunities for new business opportunities
- Have a commercial understanding in order to deliver against targets and provide ROI
- Network and build rapport with prospects from first interaction
- Build and develop internal relationships with key stakeholders to achieve team, department and organisational goals
- Interpret information and translate for a corporate audience to be compelling in your ask
- Ensure risk associated with new partnerships is flagged and mitigated
- Ensure all new business is conducted in line with the Fundraising Code of Practice and all other legal and regulatory requirements
- Work with colleagues to create a strong prospect pipeline and compelling cases for support
- Work closely with the Corporate Account Management Team to ensure new partners have a seamless transition and to support in partnership renewal, uplift and innovation as needed
- Manage a demanding workload to ensure competing priorities are effectively met demonstrating respect and consideration for colleagues

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.

You will have experience in:

- High value corporate fundraising
- Working with the private sector – including acquiring and maximising relationships
- Influencing and persuading senior level stakeholders both internally and externally
- Identify opportunities for commercialisation and income generation
- Cultivating and securing large corporate gifts (5-6 figures)

- Achieving and exceeding expectations applicable to corporate fundraising
- Collaborating with colleagues and compiling information and opportunities to create compelling proposals
- Pitching proposals to corporate prospects and confident when making the ask

You will have skills in:

- Presenting and pitching to senior officials to secure new partnerships
- Relationship building and interpersonal skills with the ability to influence internal and external audiences
- Ability to spot opportunities to secure income generation
- Collaborative working in order to achieve targets
- Time management with the ability to manage competing priorities effectively
- Excellent verbal and written communication skills
- Excellent negotiation skills and the ability to use diplomacy to navigate challenging conversations

You will have knowledge:

- The corporate sector, how they work with charities, how to deliver value and how to maximise opportunities
- Methods to engage the private sector in supporting charities
- Commercial understanding in order to look at opportunities as a way to secure income from the private sector
- Income streams that corporates provide including COTY, CRM, bespoke, events, affinity, sponsorship etc
- How to involve wider stakeholders in processes in order to achieve goals
- Proposal development to deliver professional, compelling propositions aligned to Diabetes UK ambitions
- Sector trends and an interest in corporate business practices

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

- Target driven with a keen interest in the private sector to deliver mutually beneficial partnerships for Diabetes UK and corporates
- A creative thinker, exploring new ways to engage corporate prospects and convert to partners
- Hands on with a positive attitude that demonstrates resilience
- A collaborative person happy to work independently at times to deliver against challenging objectives
- Open and supportive to team members and colleagues to achieve targets

- Willing to continuously learn, develop and challenge themselves
- Someone who wants to make a difference in support of Diabetes UK's ambitions and charitable objectives

Qualifications/professional membership (if applicable):

N/A

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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 but will be required to work a minimum of one day a week in one of our offices.



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

