

Job Title

Partnership Manager New Business

Key focus of the role

You will identify and secure new strategic, long-term corporate partnerships. These will be cause-led, as well as income generating, ensuring long-term sustainability and impact beyond just generating financial return. You'll have the ability to work both independently and collaboratively to secure new partnerships.

Key deliverables

- Identify and secure 6 & 7 figure long term strategic corporate partnerships.
- Create and deliver compelling sector leading propositions to build multi-faceted strategic partnerships
- Develop and pilot new business approaches.
- Manage all aspects of partnership compliance, planning and reporting.

Contractual information

Contract type: Permanent

• **Hours**: 35

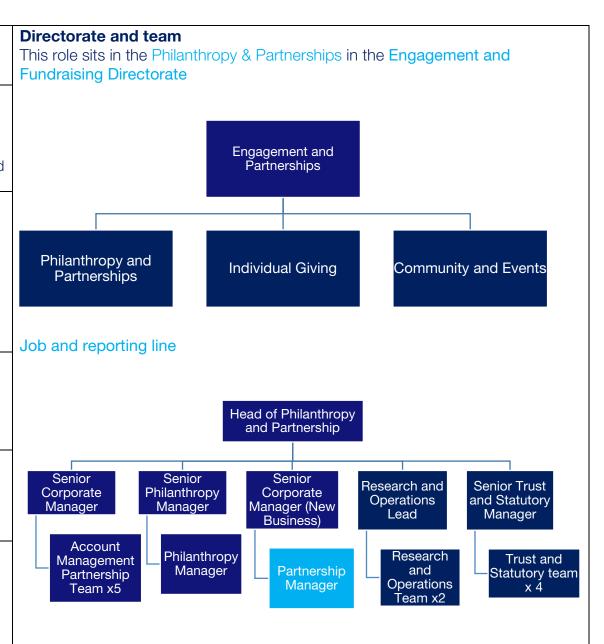
Pay range: Band: 5

Key working relationships internal

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

Key working relationships external

Key stakeholders at partner organisations, peers in the sector, agencies and consultants as required and key senior volunteers.





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).

When applying, focus on the bullet points that are **bold and marked with (S)** only. We will use these elements for shortlisting purposes.

Key activities - What you need to do

Setting & Delivering Strategy & Objectives	Improving Delivery	Collaborating with Others	Building External Relationships
Secure new long terms strategic corporate partnerships.	5. Pilot innovative new business models and approaches. (S)6. Work with colleagues across	8. Project manage internal and external partnership launches to achieve maximum impact for all concerned.	12. Develop a strong understanding of specific business drivers to build multi-faceted strategic
 Develop and deliver compelling propositions pitches and proposals for prospective partners. (S) 	Philanthropy & Partnerships to monitor the effectiveness of partnerships working, sharing learnings and best practice to inform wider partnership work.	9. Work closely with colleagues in the corporate account management team to transition partnerships at the	partnerships. (S) 13. Develop relationships with prospective partners to agree shared ambition, goals and
3. Coordinate and negotiate compliance and contracts relating to partnership activity.4. Contribute to planning and budget setting for the team	7. Ensure that consistent, crossorganisational measurement and evaluation models are built into new partnership frameworks.	right point, in the right way. 10. Work with Research team and Business Development Manager to create a strong prospect pipeline and compelling cases for	develop partnership objectives. 14. Be externally focused, networking on a regular basis with current and potential funders and maintaining
budget setting for the team and support partnership development and renewal as needed.		support. (S) 11. Work with colleagues to help create a compelling calendar or prospecting events.	excellent knowledge of key business sectors.



Skills, knowledge and behaviours – <u>How</u> you need to do it

When applying, focus on the bullet points that are **bold and marked with (S)** only. We will use these elements for shortlisting purposes.

	ng & Delivering Strategy & ctives	Improving Delivery	Communica	ating with Others	Building External Relationships
1.	Experience in achieving high value partnerships of 6 & 7 figures	 Spotting opportunities for partnership development in a complex organisation. (S) 	and in	ent at communicating Ifluencing internal and Inal stakeholders at all	10. Experience in influencing senior stakeholder internally and externally. (S)
2.	Has the ability to think strategically about corporate partnership development. (S)	 Experience in project managing large and complex projects . 	with p	cellent at collaborating beople both internally externally to deliver	11. Knowledge and understanding of what drives business and how to create shared value.
3.	Experience in budgeting, reporting and planning.		mutua	ally beneficial erships. (S)	
4.	Understanding of high value fundraising mechanisms, funding cycles and giving trends.		•	g presenting and ng skills.	

Qualifications - Qualifications you need to carry out this role	
Not applicable	