

<p>Job Title Partnership Manager New Business</p>
<p>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.</p>
<p>Key deliverables</p> <ul style="list-style-type: none"> 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.
<p>Contractual information</p> <ul style="list-style-type: none"> Contract type: Permanent Hours: 35 Pay range: Band: 5
<p>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</p>
<p>Key working relationships external Key stakeholders at partner organisations, peers in the sector, agencies and consultants as required and key senior volunteers.</p>

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

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graph TD
    EP[Engagement and Partnerships] --> PP[Philanthropy and Partnerships]
    EP --> IG[Individual Giving]
    EP --> CE[Community and Events]
  
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Job and reporting line

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graph TD
    H[Head of Philanthropy and Partnership] --> SCM[Senior Corporate Manager]
    H --> SPM[Senior Philanthropy Manager]
    H --> SCMN[Senior Corporate Manager (New Business)]
    H --> ROL[Research and Operations Lead]
    H --> STSM[Senior Trust and Statutory Manager]
    
    SCM --> AMP[Account Management Partnership Team x5]
    SPM --> PM[Philanthropy Manager]
    SCMN --> PMP[Partnership Manager]
    ROL --> ROT[Research and Operations Team x2]
    STSM --> TST[Trust and Statutory team x 4]
  
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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
<ol style="list-style-type: none"> Secure new long terms strategic corporate partnerships. Develop and deliver compelling propositions pitches and proposals for prospective partners. (S) Coordinate and negotiate compliance and contracts relating to partnership activity. Contribute to planning and budget setting for the team and support partnership development and renewal as needed. 	<ol style="list-style-type: none"> Pilot innovative new business models and approaches. (S) Work with colleagues across Philanthropy & Partnerships to monitor the effectiveness of partnerships working, sharing learnings and best practice to inform wider partnership work. Ensure that consistent, cross-organisational measurement and evaluation models are built into new partnership frameworks. 	<ol style="list-style-type: none"> Project manage internal and external partnership launches to achieve maximum impact for all concerned. Work closely with colleagues in the corporate account management team to transition partnerships at the right point, in the right way. Work with Research team and Business Development Manager to create a strong prospect pipeline and compelling cases for support. (S) Work with colleagues to help create a compelling calendar or prospecting events. 	<ol style="list-style-type: none"> Develop a strong understanding of specific business drivers to build multi-faceted strategic partnerships. (S) Develop relationships with prospective partners to agree shared ambition, goals and develop partnership objectives. Be externally focused, networking on a regular basis with current and potential funders and maintaining excellent knowledge of key business sectors.

Skills, knowledge and behaviours – How 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.

Setting & Delivering Strategy & Objectives	Improving Delivery	Communicating with Others	Building External Relationships
<ul style="list-style-type: none"> 1. Experience in achieving high value partnerships of 6 & 7 figures 2. Has the ability to think strategically about corporate partnership development. (S) 3. Experience in budgeting, reporting and planning. 4. Understanding of high value fundraising mechanisms, funding cycles and giving trends. 	<ul style="list-style-type: none"> 5. Spotting opportunities for partnership development in a complex organisation. (S) 6. Experience in project managing large and complex projects . 	<ul style="list-style-type: none"> 7. Excellent at communicating and influencing internal and external stakeholders at all levels. 8. Is excellent at collaborating with people both internally and externally to deliver mutually beneficial partnerships. (S) 9. Strong presenting and pitching skills. 	<ul style="list-style-type: none"> 10. Experience in influencing senior stakeholder internally and externally. (S) 11. Knowledge and understanding of what drives business and how to create shared value.

Qualifications – Qualifications you need to carry out this role

Not applicable