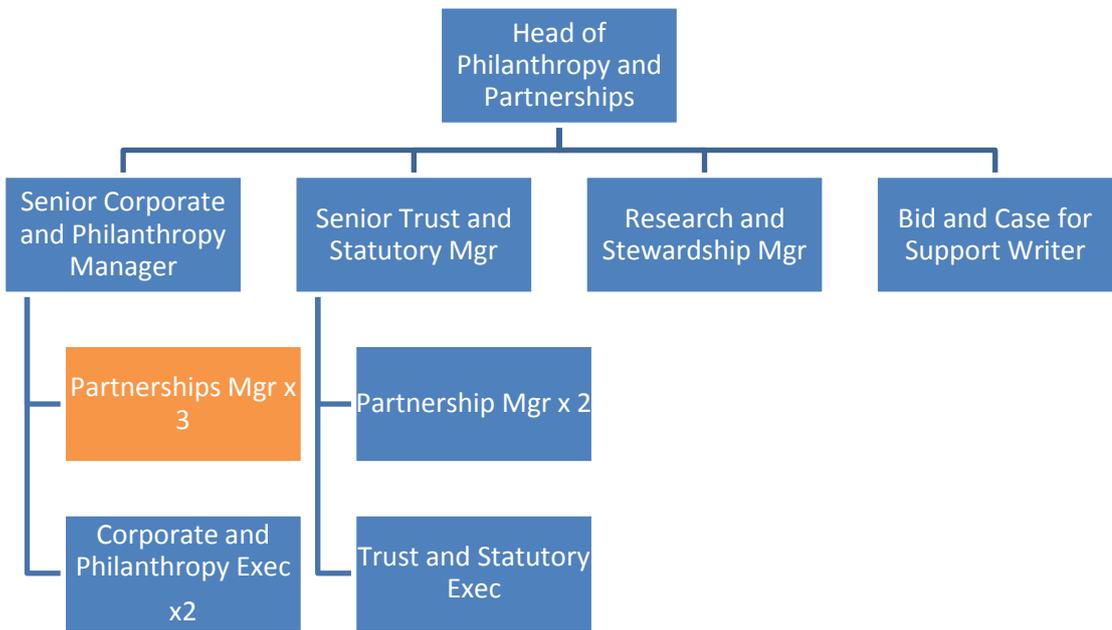


Job Title Partnerships Manager (Corporate and Philanthropy)

DIRECTORATE:	Engagement and Fundraising
SECTION:	Corporate and Philanthropy
REPORTING TO:	Senior Corporate and Philanthropy Manager
CONTRACT:	Permanent



WORKING RELATIONSHIPS:

Inside Diabetes UK
Philanthropy and Partnerships team, wider Engagement and Fundraising Directorate, key delivery teams across the organisation, finance, data team, legal, IT, digital, business support. Senior leadership and Trustees.
Outside Diabetes UK
Current and potential corporate partners including senior leadership of these companies, current and potential major donors, peers in the sector, agencies and consultants as required and key senior volunteers.

OVERALL PURPOSE OF THE JOB

The purpose of this role is to develop, secure and manage high value corporate partnerships with current and potential supporters. The post holder will be focused on matching high value strategic funders with opportunities at Diabetes UK and be able to build long term partnerships with shared values at their core. Build strong and effective relationships to maximise the value to all parties.

MAIN DUTIES AND RESPONSIBILITIES:

- Be a relationship expert and secure and manage high value corporate and connected individual relationships in line with the teams' plan and pipeline
- Deliver against targets and planned activity for Corporate and Philanthropy, in conjunction with Senior Corporate & Philanthropy Manager
- Work across the whole Philanthropy and Partnerships team to ensure we are delivering a joined up approach to all major funding opportunities

NEW BUSINESS

- Identify and build relationships with new external funders and develop a strong understanding of specific business drivers to build multi-faceted strategic partnerships
- Develop compelling and sector leading propositions and asks that are strategically aligned across both parties
- Be externally focused, networking on a regular basis with current and potential funders and maintaining excellent knowledge of key business sectors

RELATIONSHIP MANAGEMENT

- Work across the organisation, project managing and engaging all stakeholders to deliver on partnership ambitions and goals and deliver an excellent donor experience at all times
- Build good working relationships across the organisation to identify and develop opportunities for high value funders
- Work with the Bid and Case for Support Writer to develop a strong portfolio of funding opportunities, centred on funding planned Diabetes UK activity

PLANNING AND REPORTING

- Ensure that movement through the pipeline is effectively delivered and that appropriate donor development and recognition plans are in place whilst maintaining comprehensive donor records
- Deliver KPI reporting and contribute to planning and budget setting for the team
- To ensure all activity is conducted in line with the fundraising Code of Practice and all other legal and regulatory requirements

OTHER

- Effectively line-manage and develop the Corporate and Philanthropy Executive
- To represent Diabetes UK as required
- Any other duties commensurate with the role that may reasonably be required

PERSON SPECIFICATION:

The best person for this job will be able to:

- Use their personal gravitas to develop strong relationships that result in building partnerships to support Diabetes UK's work
- Demonstrate excellent communication, negotiation and influencing skills
- Spot opportunities for partnership in a complex organisation and match them to the external market

The best person for this job will have experience in:

- Significant fundraising / winning business with commercial organisations
- Personally securing strategic, long term partnerships of significant value (£50K+)
- In depth knowledge of what drives business and how to create value
- Working with and influencing senior staff and volunteers

The best person for this job will be:

- Professional, personable and driven
- Outcome and delivery focused
- Creative and innovative
- Educated to degree standard or have relevant experience