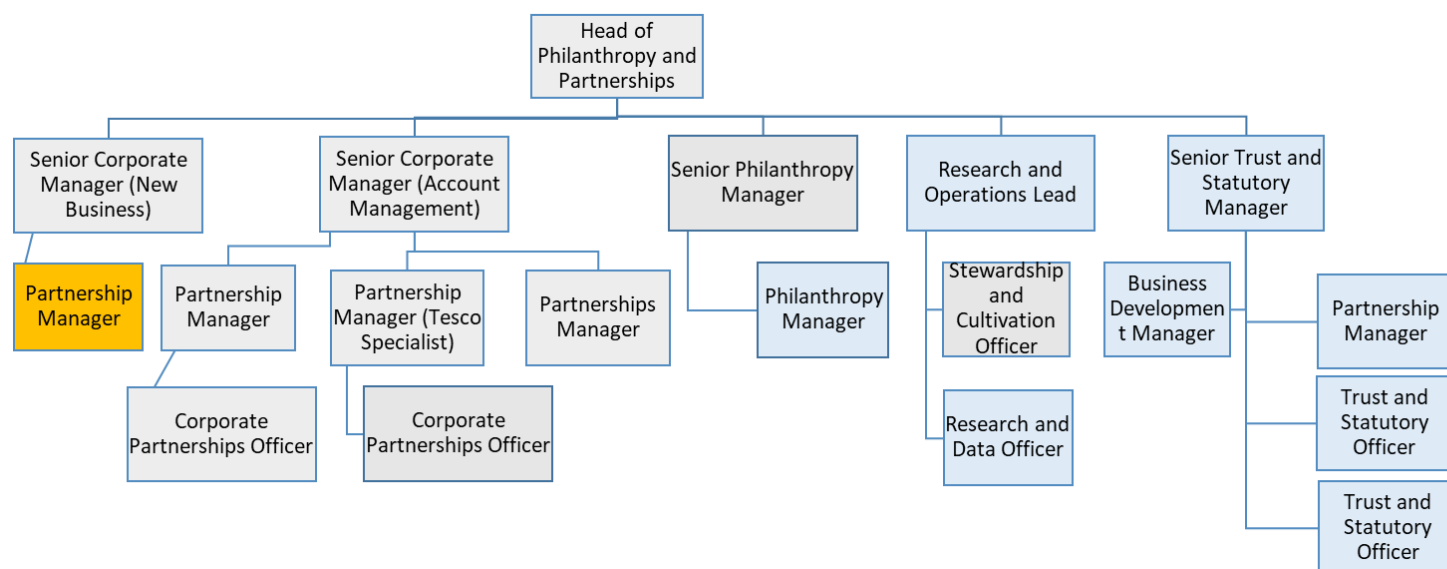


## Partnership Manager (New Business)

<b>DIRECTORATE:</b>	Engagement and Fundraising
<b>SECTION:</b>	Philanthropy and Partnerships
<b>REPORTING TO:</b>	Senior Corporate Manager (New Business)
<b>CONTRACT:</b>	Permanent



## WORKING RELATIONSHIPS:

<b>Inside Diabetes UK</b>
Philanthropy and Partnerships team, partnership stakeholders in Events, Brand, PR, Clinical and Care, Legal, Finance, Data, Digital and key members of leadership team
<b>Outside Diabetes UK</b>
Key stakeholders at partner organisation, peers in the sector, agencies and consultants as required and key senior volunteers.

## OVERALL PURPOSE OF THE JOB

The Partnership Manager (New Business) will identify and secure new strategic, long-term corporate partnerships that help Diabetes UK achieve our vision of a world where diabetes can do no harm. These partnerships will be cause-led, as well as income generating, ensuring their long-term sustainability and impact beyond just generating financial return. You will be part of a dynamic and ambitious Philanthropy and Partnerships Team, working both collaboratively and independently to identify opportunities and secure new income from corporates. You'll be a creative self-starter, who is able to think strategically and outside the box in order to give us the competitive edge.

## MAIN DUTIES AND RESPONSIBILITIES:

### New business

- Develop a strong understanding of specific business drivers to build multi-faceted strategic partnerships
- Develop compelling and sector leading propositions that are strategically aligned across both parties
- Deliver compelling and tailored pitches and proposals to prospective new partners
- Develop relationships with prospective partners to agree shared ambition and goals, and develop partnership objectives
- Project manage internal and external partnership launches to achieve maximum impact for all concerned
- Pilot innovative new business models and approaches, working with multiple partners
- Be externally focused, networking on a regular basis with current and potential funders and maintaining excellent knowledge of key business sectors

### Cross team working

- 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
- Work with colleagues across Philanthropy & Partnerships to monitor the effectiveness of partnerships working, sharing learnings and best practice to inform wider partnership work
- Contribute to planning and budget setting for the team and support partnership development and renewal as needed
- Work with colleagues to help create a compelling calendar or prospecting events

### Planning, reporting and compliance

- Develop annual income budgets, monitor monthly cash flows, and regularly update income and expenditure forecasts. Prepare financial analysis and environment scanning as needed.
- Ensure that consistent, cross-organisational measurement and evaluation models are built into new partnership frameworks
- To ensure all new business activity is conducted in line with the fundraising Code of Practice and all other legal and regulatory requirements
- Co-ordinate the negotiation and development of contractual agreements relating to partnership activity

## PERSON SPECIFICATION:

### The best person for this job will be able to:

- Influence with impact through senior stakeholder relationships – internally and externally
- Thrive under pressure and be target and ROI driven
- Convey passion for Diabetes UK's cause and the work made possible through the partnership
- Spot opportunities for partnership in a complex organisation

### The best person for this job will have experience in:

- In depth knowledge of what drives business (CSR agendas, Sustainable Development Goals etc.) and how to create shared value
- Acquiring new high value partnerships (6 & 7-figure, multi-year) in either a charity or commercial sales environment
- A strong knowledge of marketing principles and Diabetes UK's work
- Excellent negotiation and influencing skills
- Excellent communication and listening skills
- Experience project managing large and complex projects from inception to delivery

The best person for this job will be:

- Extremely collaborative and lead when needed
- Entrepreneurially and commercially minded
- Comfortable with ambiguity and able to think opportunistically, and be propositional
- Target and ROI driven
- A strategic thinker