



ID: 1204 Head of Corporate Partnerships

Salary:

- Starting at £46,796 FTE per annum, raising to £54,186.
- If office based, additionally, £3,679 Inner London Weighting FTE per annum
- If home based, additionally, £480 home-based allowance FTE per annum

Location: Either homebased or based at our Head Office, London, N1 7GR.

If office based, we typically work 2 days a week in the office. Our office space is wheelchair accessible.

Hours: Full-time (37 hours per week).

Contract: Permanent

Family Action & the Role's Impact:

Family Action is a national charity committed to building stronger families and supporting people through change, challenge and crisis. Since the charity was founded in 1869, we have continued to help children and families overcome the challenges they face through a wide range of practical, emotional and financial support. Today we work with more than 60,000 families in some 200+ community-based services, as well as supporting thousands more through our national helpline, FamilyLine, which offers free and immediate support to adult family members, and through national schemes like the National School Breakfast Programme.

This is an exciting time for an experienced corporate partnerships leader to join our high performing corporate partnerships team. Family Action is currently undertaking a major brand review and will soon be launching a new website, with income generation a key priority. We have several existing high value partnerships including with Barclays, NewDay and Poundland Foundation. For new business opportunity, our broad range of services allows alignment with partners across many sectors. Our working culture is flexible, fun and open, with excellent opportunities to collaborate with colleagues with a range of specialisms, from brand, to marketing and communications, to fundraising, as well as our colleagues delivering Family Action's services.

Main Responsibilities:

- Leading the team in planning and delivering new business activity, drawing on business need, our organisation strategy, sector trends, meeting agreed annual income targets.
- Ensuring account management of all corporate partnerships is delivered with skill and diligence. Leading the team in maximising the impact of partnerships through outstanding relationship management.
- Embedding corporate partnerships in the strategic development of the organization, promoting and advocating for current and prospective partners in strategic discussions at Family Action. Integrating and aligning corporate partnerships activity with wider organisational priorities.
- Proactive and supportive line management of the corporate partnerships team, which currently comprises 3 x Corporate Partnerships Managers, 1 x Fundraising Officer and the Toy Appeal Temporary Assistant (Christmas)



Main Requirements (for details check the job description and person specification):

1. A proven fundraising leader with an in-depth understanding of and experience of working on a wide variety of corporate partnerships
2. Demonstrable experience of successful new business work, securing 6 and/or 7 figure opportunities.
3. Extensive account management experience, ideally across a range of sectors
4. Excellent communication skills, including the ability to speak confidently both formally and informally to a range of audiences as well as strong writing skills.
5. A commitment to social justice and a passion for helping families to thrive.

Benefits:

- annual paid leave entitlement of 30 working days plus bank holidays
- up to 6% matched-pension contributions
- flexible working arrangements and new starters have the right to make flexible working requests from day one of employment
- enhanced paid sick leave and paid family leave provisions
- eye care and winter flu jabs vouchers
- cycle to work scheme
- investing in your professional development with ongoing quality training and career development opportunities

We are forward looking, ambitious and committed to continuous improvement. We are a **people focused, can-do** organisation, which strives for **excellence** in all we do and operates with **mutual respect**.

To Apply:

- **Complete:** the [Application Form](#) and send to: completed.application6@family-action.org.uk
- **Closing Date :** Monday 17th June 2024 at 9:00am
- **To learn more about Family Action:** [Recruitment Pack](#)
- **To learn more about our terms & conditions:** [Summary Terms & Conditions of Employment](#)
- **To help us fulfil our commitment to diversity and promoting equal opportunities:** complete our anonymous [Equality & Diversity Monitoring Information survey](#)

First Interviews are scheduled to take place from 24-28 June virtually, with slots throughout the working day and early/late slots available.

For direct queries or if you would like to discuss any aspect of the selection process or flexible working requests, please email: heather.kearney@family-action.org.uk

Our commitment to Equality, Diversity & Inclusion:

We are happy to consider any reasonable adjustments that candidates may need during the recruitment process and you will be asked whether you require any adjustments if shortlisted for interview. We also make reasonable adjustments on the job, where required.



We are committed to Equality, Diversity & Inclusion in all that we do and welcome applications from all sections of the community. Intersectionality is important to us and we particularly welcome applications from ethnic minority groups, LGBTQIA+ candidates and disabled candidates because we are committed to increasing the representation of these groups at Family Action. We know that greater diversity will lead to even greater results for families and children and strive for our workforce to be truly representative of the diverse communities we support. We offer a guaranteed interview scheme for disabled applicants and will reimburse your travel cost if you attend an in person interview.

* Ordinarily Family Action appoints new starters at the starting point of the salary scale (with subsequent annual pay progression), unless you have experience that would justify appointment further up the salary scale or there are any other exceptional reasons.