



**ID: 1254      Corporate Partnerships Manager**

**Salary:** starting at £31,991 FTE per annum, rising to £35,445 FTE per annum  
Additionally, £3,789 Inner London Weighting FTE per annum for Head Office based  
Additionally, £480 home-based allowance FTE per annum for home-based

**Location:** Hybrid London Head Office (London N1) or home-based

For Head Office based, we typically work a minimum 2 days a week in the office - our office space is wheelchair accessible and located in Hoxton, London, N1.

Please note, this role requires regular travel to partner meetings and events, predominantly in central London (but also nationally) even if home-based.

**Hours:** Full Time (37 Hours) or Part Time (no less than 28 hours)  
We offer flexible working arrangements - please see below for more details.

**Contract:** Permanent

**Family Action & the Role's Impact:**

Family Action is a national charity committed to supporting families 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.

**We are looking for an ambitious and collaborative fundraiser to join our high performing corporate partnerships team. Family Action is going through an exciting time, with a major brand review and a new website launching soon, with income generation a key priority. This role will mainly focus on account management, including our extensive partnership with Barclays, offering the post-holder an opportunity to lead our work with a major funder, delivering excellent outcomes for families.**

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 Requirements (for more details, please see the job description and person specification):**

- Provide day to day relationship management for a portfolio of key partnerships, including Barclays.
- Delivering excellent customer service to corporate account contacts – keeping in mind their needs, thinking ahead for solutions, responding to requests and working closely with them to develop partnerships for best mutual benefit
- Proactively seek opportunities to grow our partnerships, maximising income and engagement
- The ability to travel on a regular basis to partner meetings and events, predominantly in central London but also nationally (if homebased - travel to London at least twice a month).



### Benefits:

- an annual paid leave entitlement of 30 working days plus bank holidays (pro rata for part time)
- 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](#) & send to: [completed.application26@family-action.org.uk](mailto:completed.application26@family-action.org.uk)
- **Closing Date :** Monday 29<sup>th</sup> July 2024 at 9am
- **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](#)

Interviews are scheduled to take place from **5<sup>th</sup>-8<sup>th</sup> August 2024** 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**, Deputy Director, External Engagement: [heather.kearney@family-action.org.uk](mailto: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 ethnically diverse communities, 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.