

**Organisation:** Parentkind

**Job Title:** New Business Manager

**Contract:** Full-time (35 hours per week).

**Location:** Anywhere in the UK, we are a remote-first organisation

Our mission is to support and champion how parents can participate in education and have their voices heard. We are a powerful force for good in education in the UK, that strives to bring homes and schools together for the good of all children and society. We have ambitious plans to increase our impact and have established a central fundraising strategy for the first time. Therefore, we are looking for an experienced New Business Manager to play a key role in securing ambitious partnerships that deliver both income and added value for Parentkind.

This is a fantastic opportunity to join our Fundraising Team and help to develop a successful corporate partnerships department. Early activity has proved very promising and we're now working with Amazon and the Barratt Foundation while conversations with other major brands are progressing. We are looking for someone with experience in securing a range of partnerships (including COTY, corporate grants, sponsorship, commercial and strategic relationships) with regional and national businesses with the capacity bank income at a 5, 6 and 7-figure level. You will be tenacious in your prospect research, and comfortable to package up creative propositions and compelling proposals tailored to each organisation's objectives.

If you are excited by the opportunity to build something transformational alongside passionate and committed colleagues, we would love to hear from you.

#### **You'll have**

- A minimum of 3 years experience in a business development or sales role
- Demonstrable experience in developing mutually beneficial partnerships
- A strong track record of meeting and exceeding financial targets
- A tenacious approach to research and prospecting
- Excellent interpersonal skills, with the ability to build positive relationships with diverse internal and external stakeholders at all levels
- Excellent written communication skills with strong attention to detail and the ability to produce high quality applications, proposals and presentations
- Strong presentation and public speaking skills
- Strong negotiation and influencing skills

#### **You'll get**

- To join a fast-moving charity with an exciting future
- To help build a corporate partnerships fundraising function from scratch, playing a key role in driving forward the charity's strategy and shaping our fundraising activity
- Remote working full-time with a great online team culture
- 25 days holiday in addition to UK public holidays.

## How to apply

A job description is attached to this listing.

To apply, please submit a CV and cover letter through CharityJob, outlining your motivations for applying for the role and how you meet the Person Specifications.

To arrange an informal discussion about the role please contact the Head of Corporate Partnerships, Georgie Stanton, at [georgie.stanton@parentkind.org](mailto:georgie.stanton@parentkind.org).

The deadline for receipt of applications is **9am Monday 29th April**.

Unfortunately, we cannot consider any applications received after the deadline.

Interviews will be held the week commencing Monday 13<sup>th</sup> May – if you cannot attend an interview during this week, please let us know when submitting your application, and should you be shortlisted, we will make arrangements for an interview at another time if possible. Interviews will be conducted remotely via video conference.

Parentkind is committed to a policy of equal opportunities and we ensure that all applicants are treated fairly and equally. We would be grateful if you would complete the equal opportunities monitoring questions when applying online to help us check that we are carrying out our policy of equal opportunities for all people. The information will be kept confidential and will be separate from your application. It will have no bearing on your application.

Parentkind is committed to meeting the needs of applicants with disabilities. Please let us know if you require any adjustments to your application or interview process.

## More about Parentkind

Parentkind is a national federated charity that aims to advance education by encouraging the fullest cooperation between home and school, education authorities, central government and all other interested parties and bodies. We are proud to be the leading membership organisation for parent teacher associations in England, Wales and Northern Ireland. Parentkind seeks to represent all these parent groups as they strive to help every child in their school and we support our 12,500 members to raise £122m annually.

As well as helping parent groups on the ground, we provide resources to support parent participation in education at school and home so that every child can thrive and reach their potential. Ultimately, we want more parents to be empowered to be involved and engaged in their child's education. The evidence is clear that parental participation in education benefits children in schools and society and increases the opportunities for social mobility for our younger generations.

We are working towards a future where this is considered an essential ingredient in the success of our children's education by society, schools and parents themselves by:

- Engaging and inspiring individual parents

- Supporting our PTA and other member associations and growing the number of PTAs across the UK
- Helping schools be parent-friendly through guidance and training
- Working with partners
- Championing the role of those with parental responsibility in their child's education through our research and by influencing education sector interests and policymakers.

The charity's impact is significant, and our work ensures that parent and carer voices are heard at a local, regional, and national level.