YOUR NEW ROLE AT THE TRUST

JOB TITLE:	**Head of Government Partnerships**	**PAY BAND:**
FUNCTION:	Fundraising & Marketing	Support Delivering Specialist/Managerial **Technical Lead/Function Head** Senior Leadership Team
THE TEAM:	The Government Partnerships function is formed of teams across Central Government, England, Scotland, NI and Wales. Their core role is to drive engagement, influence, and develop partnerships with local and national government departments. In doing this, the team will secure over £10m+ of public sector income each year to improve the lives of young people.	

WHERE YOU WILL FIT

Director of Government Partnerships	Senior Head of Government Partnerships	**Head of Government Partnerships** Government Partnerships Manager

HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

The Head of Government Partnerships is a Leadership role within the designated countries of England, Scotland, Northern Ireland, and Wales. Each Head of Partnerships will lead a team to secure significant income for young people (typically £1m+) from public sector sources. The income raised is critical to The Trust's place-based strategy, which enables us to support young people who need our help. You will also ensure that the voice and experiences of young people shape local and national government policy.

WHAT WILL YOU DO?

- Responsibility for income secured from public sources, through solid and trusted relationships with key funders.
- Develop new business opportunities in order to secure new partnerships and income, working closely with colleagues in Delivery, Programme Development and Finance.
- Provide strategic insight by consulting closely with public bodies to keep abreast of changes in the Public Sector funding landscape regarding employability, education, and enterprise.
- Help inform The Trust's public sector fundraising and operational place-based strategy in your country/region.
- Ownership of the relevant Government Partnerships Plan and budget for assigned Metro / High Need geographies.
- Have a wider understanding of the full funding picture for designated Metro areas to provide key insights to colleagues in Philanthropy and Corporate teams to maximise funding opportunities.
- Support the UK Government Affairs team by playing a leadership role on the ground in your country/region to ensure the voice and needs of young people influence policy and decision-makers, working with relevant stakeholders as required. Matrix line management into this team, where appropriate.
- Work collaboratively with colleagues across fundraising and operations to maximise our funders' impact on young lives.
- Demonstrate leadership by contributing to a culture of living The Trust's values.
- Responsibility for line managing, coaching and developing team members.

THE SKILLS YOU'LL BRING

All of the roles at The Trust are key to our success and there are certain skills we need to be successful. And while we will shortlist the most qualified people for the role, we ask everyone for a supporting statement. If you think you could do the role, but don't have all the desirable experience, we would still love to see an application from you.

WE REALLY NEED YOU TO HAVE THESE

Skills & Knowledge	Why do we need this?
An energetic and positive mindset, with exceptional interpersonal skills and the ability to build rapport at all levels.	To forge a stellar network of relationships both inside and outside the organisation.
First-class communication skills, including the ability to write, create compelling proposals and present with confidence.	To effectively communicate our work with passion, clarity and confidence.
A self-starter with an entrepreneurial approach as well as the ability to work as part of a close-knit team, encouraging and motivating others.	To match the ethos of our high-performing Partnerships Team in your country/region.
An understanding and empathy for the challenges young people face.	To share our passion for supporting those young people who need us most.
Proficient use of IT systems.	To ensure accuracy and professionalism in all we do.
Experience	**Why do we need this?**
Experience in generating income in a target-driven role.	Delivering results is critical to succeeding in the role.
Experience in account management of key funder/client relationships and complex partnerships at a senior level.	The postholder must have the confidence and professionalism to inspire confidence.
Experience in developing and motivating others to improve performance and future capability.	As a leader in the organisation, you will line manage colleagues and will be a role model to others.
Experience in managing multiple projects at one time, requiring determination and focus to meet competing deadlines.	To keep pace with a fast-moving fundraising environment.

WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience in charity fundraising from public or private sources.	To navigate the range of issues, priorities and opportunities we work on every day.
Experience in public affairs and influencing senior decision-makers in a political context.	To ensure the voice and needs of young people are helping shape public policy.
Experience of personally initiating and developing new business opportunities.	To ensure we secure new sources of income to fund our work with young people.
Experience in using Raiser's Edge or a similar CRM system.	Raiser's Edge is used to manage our pipelines, supporter data and financial information.
Skills & Knowledge	**Why do we need this?**
An understanding of local and national government policy, specifically with education, employability and enterprise.	To identify opportunities and create compelling partnerships.
Ability to manage, budget and forecast income.	Rigorous financial management and oversight is critical to fulfilling our business plans.
An ability to work remotely when required.	Reflecting the requirement to manage your time effectively and use your initiative.

WHAT DO WE EXPECT FROM YOU?

OUR VALUES

Our values are at the heart of everything we do – they articulate who we are and how we work together to achieve our aims to help young people.



Here at The King's Trust, we're committed to equality, diversity and inclusion. We want to be an organisation that's representative of the communities we serve, which is why we strive for diversity of age, gender identity, sexual orientation, physical or mental ability, ethnicity and perspective. Our goal is to create an environment where everyone, from any background, can be themselves and do the best work of their lives.

We're a Stonewall Diversity Champion and we are Disability Confident employer. Our staff, volunteers and young people are supported by KT CAN (our Cultural Awareness Network), KT GEN (Gender Equality Network), KT DAWN (Disability & Wellbeing Network) and Pulse (LGBTQIA+ Network). For more information, click here.

OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works at a technical lead or head of level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
You inspire others through passion for what we do. You keep young people and our end goal in mind. You instil trust in others through consistency, professionalism and being accountable for team success. Resilient and determined in the face of challenges. You're authentic, bringing unique talents to work and encouraging others to do the same. Role models integrity and acts according to our Values	You understand the internal & external factors that demand change and innovation from The Trust You lead change processes with skill & positivity and help others see the benefits and opportunities. You take an entrepreneurial approach to improve how we do things. You take steps to further own development, coaching others to do the same. You encourage a culture of constant improvement. You role model a positive & constructive approach to giving and receiving feedback	You're approachable, clear, and inspiring. You effectively communicate information throughout The Trust You challenge the thinking of others and raise issues in a diplomatic, non-judgemental way. You seek to understand multiple perspectives, listening to others' concerns or barriers before responding	You role model effective and mutually supportive teamwork with colleagues You bring the team together in pursuit of shared purpose. You manage relationships with multiple stakeholders, gaining buy-in and balancing their different priorities. You share knowledge and information. You build a broad range of trusting relationships both across The Trust and externally. You have a broad organisation knowledge and awareness of how actions in one team will affect others	You translate The Trust's vision into a vision for your own team, making long-term plans and setting goals accordingly. You make decisions through establishing facts, considering consequences, and making sound judgements. You address obstacles, finding workable solutions. You set quality standards & challenge others to maintain them. You empower the team and place trust in them to take ownership and deliver results. You manage resources to maximise their impact and deliver results

THE WELFARE OF OUR YOUNG PEOPLE

The King's Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. As part of this commitment, we undertake basic disclosure checks per the Codes of Practice for all roles within The Trust, and for our roles working directly with young people, at an enhanced level. Having a criminal record will not automatically exclude applicants.