



**START
SOMETHING**

YOUR NEW ROLE AT THE TRUST

JOB TITLE:	Corporate Partnerships Executive	PAY BAND:
FUNCTION:	Fundraising & Marketing	Support Delivering Specialist/Managerial Technical Lead/Function Head Senior Leadership Team
THE TEAM:	Corporate Partnerships sits within the wider fundraising directorate and is responsible for developing strategic, high value partnerships that enable the Trust to achieve our mission.	








WHERE YOU WILL FIT

Director of Corporate Partnerships	Senior Head of Partnerships	Head of Corporate Partnerships	Senior Corporate Partnerships Manager	Corporate Partnerships Executive
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HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

You will work with a portfolio of corporate supporters to generate the essential income we need to transform young people's lives.

WHAT WILL YOU DO?

-  Maintain and increase overall income from corporate partnerships in your portfolio of partners.
-  Successfully engage and build relationships with key stakeholders at those partners in order to ensure sustainability of relationships and the partnership.
-  Deepen the impact of your partnerships on young people and The Prince's Trust including volunteering support from companies.
-  Successfully liaise with other departments to maximize non-cash value from your partnerships e.g., pro-bono and technology support.
-  Deepen the engagement of corporate staff and their customers in the work of the Prince's Trust, raising income in the process.
-  Support the Senior Manager to deliver aspects of the larger scale partnerships through specific projects including employee volunteering, events, and programme delivery.
-  Responsible for actively contributing to an equitable, diverse and inclusive workplace.

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?
Good relationship management and communication skills, with the ability to relate to people at all levels.	To maintain and grow our partnerships you will need to develop high quality relationships and communicate effectively well with a range of stakeholders.
Ability to inspire people, particularly to have the emotional commitment to raise money for The Prince's Trust. Strong presentation skills.	You will work with a range of stakeholders and feel confident building relationships and representing The Prince's Trust at all levels.
Excellent project management skills with the ability to deliver to multiple priorities and deadlines.	Often partnership objectives have deadlines, so you will need to be able to manage conflicting priorities effectively and build project plans.
An understanding of corporate/charity engagement, and what drives businesses to support.	This will enable the Prince's Trust to develop partnerships that are mutually beneficial for business and charity.
Resilience and tenacity, with the ability to work to ambitious long-term goals.	You need to be confident in managing difficult situations, persevering, and keeping long term goals in sight - this leads to strong multi-year partnerships.
An understanding of how to motivate and support others to get results.	As part of a team and working with a range of internal stakeholders you'll need to motivate others to deliver successful partnership results.
Experience	Why do we need this?
Demonstrable experience of growing income over time and seeking out new opportunities.	Your objectives will be set around setting and achieving income targets.
Proven experience of working on fundraising or marketing campaigns in a corporate or charity environment.	You'll need to understand and promote how businesses and charities work together.
Experience of working in a team to drive shared results.	We are a collaborative team working towards a common fundraising goal.

WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Corporate partnerships or client management experience, including managing complex, high value partnerships with a focus on employee fundraising.	You will be working on a range of high value partnerships expected to raise significant funds for The Prince's Trust.
Experience of working on projects across large, multi-regional organisations.	The Prince's Trust is a large, multi-regional organisation, this is essential in gathering support for partnership projects.
Experience of working with young people and volunteers.	Understanding the work, we do will be useful.
Skills & Knowledge	Why do we need this?
An understanding of the fundraising activities that suit different sectors and what drives corporate behaviour.	An understanding of the sector will be useful in understanding where we can partner.






WHAT DO WE EXPECT FROM YOU?



START SOMETHING

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.

 Inspiring We lead by example	 Approachable We are open minded and value diversity	 Empowering We enable positive change	 Non-Judgemental We focus on the potential, not the past	 Passionate We are absolutely committed to supporting young people
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Here at The Prince'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 PT CAN (our Cultural Awareness Network), PT GEN (Gender Equality Network), PT 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 in the delivery 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 build trust in others by demonstrating reliability You engage in challenges with optimism and resilience You're authentic and bring your unique talents to work, encouraging others to do the same	You seek out opportunities afforded by change, adapting accordingly and to enhance own development and build expertise. You suggest improvements and alternative approaches wherever appropriate You give and receive feedback, harnessing new information to improve your own performance	You're approachable, clear and professional You treat people as individuals, tailoring communication and influencing style accordingly. You communicate difficult messages and challenge others' thinking effectively You listen to others with empathy and sensitivity You act as an ambassador for The Trust whenever communicating externally	You offer support to colleagues and ask for help when needed You manage the expectations of others, gaining buy-in where required You share knowledge and information You build relationships with others across The Trust and externally, where appropriate You act as an ambassador for your own team across The Trust	You manage projects effectively; planning, organising resources and reprioritising as required You monitor progress towards milestones, taking actions to ensure deadlines are met You make effective, data-driven decisions, considering consequences and consulting with others where appropriate You take the initiative to solve problems and develop several potential solutions

THE WELFARE OF OUR YOUNG PEOPLE

The Prince'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 in accordance with 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.