

ROLE PROFILE

Title: Corporate Partnerships Manager
Reporting: To the Director
Location: 111-117 Lancaster Road, Ladbroke Grove, London W11 1QT
Hours: Part-time (4 days per week, will consider flexible options)
Salary: Salary £37k - 47k (pro-rata for 4 days per week)

The Kensington + Chelsea Foundation is an independent local charity which was founded in 2008 and is now in an exciting phase of growth. We want to increase our profile, our income and, most importantly, our impact. While our borough is often associated with wealth and affluence, it also has areas of severe deprivation. 33% of children in K+C are eligible for Free School Meals, life expectancy between residents from different wards varies by nearly 2 decades and in-work poverty has increased by 46% since 2020. Our vision is of a borough where every resident has the opportunity to live happy, healthy, fulfilled lives. We identify and support impactful local projects which improve the lives and life chances of our most vulnerable and disadvantaged residents.

We play a key role in responding to emergencies in our community such as the tragedy at the Grenfell Tower and the Covid-19 pandemic, alongside our longer-term work with some of the most disadvantaged communities in the borough to improve wellbeing and opportunities.

The **Corporate Partnerships Manager** fulfils a key function within our small team, with responsibility for managing our relationships with local businesses and schools to increase our annual income.

Corporate Partnerships Manager - Key Responsibilities

- To raise funds from local corporates and schools to meet an agreed annual target
- To lead on our corporate partnerships strategy, account managing a portfolio of local businesses and schools, taking responsibility for their cultivation and stewardship to deliver increased, repeat and new gifts
- To develop our Corporate Patrons Programme, recruiting new members and delivering appropriate benefits
- To establish specific cultivation activities tailored to business audiences to encourage networking and giving (eg business breakfasts)
- To attend local events and networking opportunities to raise awareness of the K+C Foundation and build new relationships
- To establish specific activities and initiatives which engage local schools in the borough to fundraise for the Foundation's work
- To develop a pipeline of new corporate opportunities in conjunction with the Board and key external partners
- To represent the K+C Foundation and communicate the organisation's key messages to a range of stakeholders through presentations and meetings
- To ensure all donor details and communications are accurately recorded in a timely manner on our CRM database
- To work closely with the Community Engagement+ Grant Managers to build an understanding of K+C Foundation projects and make the case for future funding
- To work flexibly and collaboratively to support the wider aims of our team

Person Specification:

The **Corporate Partnerships Manager** should be able to demonstrate the following:

1. Minimum of 2 years' experience in successfully managing corporate partnerships to deliver against income targets
2. A proven track record of developing and managing high value relationships
3. Excellent communication skills with strong experience in cultivation and stewardship

4. Ability to work autonomously and dynamically, taking ownership of our corporate income function and delivering against targets
5. Willingness to work occasional evenings to attend events and networking opportunities
6. Strong interpersonal skills and an ability to build relationships, including with senior stakeholders
7. Confident managing multiple projects, with strong project management skills
8. A creative approach to seeing possibilities and opportunities within a range of partnerships
9. Competent user of a CRM database
10. Ability to flexibly learn and develop new skills as required
11. The ability to work in a small team, supporting others where necessary
12. Passion and commitment for making a positive difference to the local community
13. Determined, reliable and flexible