

Job Description

Corporate Partnerships Manager

Reports to:	Head of Philanthropy and Partnerships
Salary:	£41,000 - £46,000 per annum dependent on experience and benefits
Location:	London, UK hybrid working. The post holder will work a minimum of one day per week from the Millbank, London office and will also be expected to attend partner and other face to face meetings necessary for the role.
Contract:	Full-time, Permanent
Hours	35 hours per week. Some evening and weekend work will be required

About Malaria No More UK

Malaria has been described as the oldest killer disease in history. Even now, despite recent progress, it claims the life of a child every minute.

Malaria No More UK (MNMUK) brings proven global experience and expertise in advocacy and creative communications to the zero-malaria fight. From our locations in London, UK and Nairobi, Kenya we aim to accelerate an end to this deadly disease by:

- Securing leadership and investment globally and in the UK
- Building a powerful, united voice for the global malaria campaign to hold leaders to account
- Strengthening local advocacy capacity in key countries in Africa

Since 2000, the world has made enormous progress. The global malaria fight is becoming the biggest public health success story in history, and we are determined to maintain momentum.

Job Summary

Are you passionate about securing and developing corporate and high value partnerships that have the power to save lives? Malaria No More UK is seeking a partnerships professional with the ambition and ability to build strong fundraising partnerships with the private sector, that help move us closer to a world free from the devastating impact of malaria.

About the role

The Corporate Partnerships Manager role is responsible for delivery across the breadth of the partnerships pipeline. An estimated 50% of the role will be devoted to new business development, including prospect identification, and shaping and delivering pitches and proposals to corporates and their foundations to meet fundraising targets. The remaining 50% of partnership work will be dedicated to delivering an excellent standard of partnership management to several longstanding existing supporters, working creatively to identify and develop opportunities to maximise their impact.

As our corporate supporters can be powerful partners in the delivery of our advocacy and communications goals you will be confident working with colleagues internally to translate campaign plans into engagement opportunities for private sector partners. You will also be able to co-ordinate colleagues to meet new business deadlines and to ensure agreed partnership deliverables are achieved.

This role sits within our Philanthropy and Partnerships team of five, who focus on income generation through grants, philanthropy, corporate partnerships and individual giving and fundraising. The post holder will work particularly closely with the Head of Philanthropy and Partnerships, as well as equipping Directors and our CEO to engage corporate partners and prospects where appropriate. As a member of a comparatively small, highly ambitious team, there may, with time, be opportunities for the post holder to extend their experience beyond corporate partnerships, into other fundraising areas, should your skill set meet an identified need.

About you

You may be an established corporate fundraiser seeking a role where you can take on greater responsibility for managing your own pipeline of prospects and key partnerships. Equally you may come from outside the sector and be able to offer clearly transferable experience of securing and developing partnerships (especially those with a “purpose” focus).

Whatever your background you will be a self-starter who is highly motivated and excited by the opportunity to think creatively about corporate partnerships that can enable Malaria No More UK’s unique advocacy and campaigning offer, with a clear goal to ending one of the world’s most significant and oldest killer diseases.

You will also be able to demonstrate the good organisation needed for successful partnership management, and the attention to detail and strong communication skills needed to build relationships and prepare and deliver funding proposals and pitches.

Main responsibilities:

New Business:

- Develop and maintain propositions to attract UK and international companies to support MNMUK's work. Identify, prepare and make highly targeted approaches to secure major partnerships that align with MNMUK's organisational priorities. This will include commercial / brand partnerships, strategic partnerships and donations or grants, at a five, six and seven figure level.
- Work with the Head of Philanthropy and Partnerships and other colleagues in the UK and Africa to strategically identify opportunities for income growth through existing and new corporate partnerships.
- Proactively source and refresh a pipeline of corporate partnership opportunities by monitoring, analysing and reviewing relevant industry trends and developments, through networking and researching prospects.

Account Management:

- Provide excellent account management and stewardship to new and existing corporate funders (including Fever-Tree and Rentokil Initial), maintaining regular communication with key contacts, and providing informative and engaging updates on their impact.
- Design and deliver partnership plans that meet funder and MNMUK expectations, maximise income and that strengthen MNMUK's advocacy and campaigning activities.
- Conceive and deliver employee engagement opportunities that maximise funds raised and deliver the best possible supporter experience for our partners.
- Develop strong working relationships across operations, communications, advocacy and in-country teams, and co-ordinate colleagues to ensure that partnerships are successfully delivered.
- Support the relationship management of MNMUK's "gift in-kind corporate partners" ensuring engagement opportunities and benefits are available to be offered by relationship managers and providing fulfilment support where needed.

Communication:

- Confidently communicate Malaria No More UK's activity and impact, inspiring support at the highest level.
- Organise events and create and commission materials, content, proposals, and presentations designed to engage new and existing business partners and their stakeholders.

Planning, administration, and reporting:

- Support the Head of Philanthropy and Partnerships by contributing to quarterly and annual planning and forecasting, and by providing accurate reports on corporate partnership income.
- Administer corporate partnerships effectively, including using the Salesforce CRM database and working with colleagues in the operations team to make sure invoices are sent out on time and corporate income is correctly recorded.
- Ensure corporate partnership activities fall within relevant legal and best practice guidelines, and the interests of MNMUK are looked after, risks are mitigated and that contracts are in place where required.

General responsibilities:

- Contribute to the overall success of fundraising and partnerships within Malaria No More UK.
- Be self-supporting in terms of administration, and as a member of a small staff team be willing to contribute to the overall effectiveness of MNM UK.
- Represent the Philanthropy and Partnerships team in appropriate project teams, meetings and other events as directed.
- To undertake any other reasonable additional duties as required by MNMUK.

Skills and Experience

Essential

1. Experience securing and managing income generating partnerships that have achieved outstanding results within the charity sector or commercial sector.
2. Experience working across the new business process including, successfully identifying, researching, and securing new business opportunities, developing partner offers and maintaining a new business pipeline.
3. Experience managing projects or streams of work, and successfully securing support from colleagues in other teams with differing priorities.
4. Excellent communication and interpersonal skills, being able to confidently represent the charity and its role in the malaria fight to external stakeholders through a range of communication channels including proposals, meetings and presentations.
5. A confident networker and relationship builder, with experience of managing relationships at all levels and successfully forging new relationships.

6. Excellent computer literacy, including Outlook, Word, Excel and PowerPoint and experience using CRM databases.
7. A commitment to diversity, equity and inclusion and to upholding Malaria No More UK's [values](#) in all that you do.
8. We are seeking individuals who are committed to fostering a workplace culture that embraces fairness, kindness and respect towards their colleagues.

Desirable

1. Experience of delivering successful purpose driven fundraising partnerships that have involved one or more of the following: brand partnerships reaching international audiences; collaboration with corporate partners from the life-science / global health sector; corporate partnerships that leveraged stakeholders in sub-Saharan Africa.
2. Have a good understanding of fundraising law, relevant compliance issues and key trends in corporate fundraising, corporate social responsibility, and sustainability agendas.
3. Have a good knowledge of development issues.

MNMUK recognises the value of a team in which people from diverse backgrounds can introduce fresh ideas and contribute to delivering our mission to make Malaria No More. We welcome applications from candidates, regardless of their race, gender, disability, religion/belief, sexual orientation or age.

Staff benefits include:

- 10% employer pension contributions.
- 28 days' annual leave plus public holiday days in the postholders country of residence.
- Subsidised gym membership
- Fully flexible working opportunities
- Interest-free staff season ticket loan and bicycle loan schemes.
- Continuing personal development opportunities.
- Professional training & qualifications subsidy.

Application and Interview Process

To apply, please send your CV and a covering statement detailing how you fit the role and why you want to work for us to: recruitment@malariafomore.org.uk. Please also indicate your current salary expectations in your covering statement. We value transparency and

aim to offer competitive remuneration packages based on experience, relevant qualifications and market standards.

Closing Date: 1st June 2024 – Please note that this vacancy may close early if we receive a sufficient number of applications. Therefore, we encourage interested candidates to apply promptly.

There will be a two interview process conducted via Microsoft Teams.

This job description and person specification is a statement of requirements at the time of writing and is not contractual or exhaustive. It should not be seen as precluding future changes after appointment to this role and it may be amended over time in consultation with the Director of Philanthropy and Programme Partnerships.