

## **Corporate Partnerships Manager**

**Salary:** £33,000

**Location:** Middlesbrough, Hybrid

**Contract:** Permanent, Full Time

**Reports to:** Director of Income Generation

Age UK Teesside is a local, independent charity dedicated to supporting older people experiencing loneliness, isolation, and poverty in the Teesside area. We are embarking on an exciting new fundraising strategy, and this role offers a unique opportunity to be at the forefront of developing and managing sustainable income streams through strategic Corporate Partnerships.

### **Key Responsibilities**

- **Corporate Partnerships Development:**
  - Identify and cultivate potential corporate partners aligned with Age UK Teesside's mission and goals.
  - Research and understand the corporate social responsibility (CSR) strategies of target companies.
  - Develop compelling partnership proposals that clearly articulate the benefits to both the charity and the corporate partner.
  - Negotiate and secure partnership agreements that meet the charity's revenue goals and objectives.
- **Partnership Management:**
  - Build and maintain strong relationships with corporate partners at all levels.
  - Oversee the implementation and execution of partnership initiatives, ensuring they are delivered on time and within budget.
  - Measure and track the performance of partnerships to assess their effectiveness and identify areas for improvement.
  - Provide regular updates on partnership progress to senior leadership and relevant stakeholders.
- **Fundraising and Revenue Generation:**
  - Secure significant financial contributions from corporate partners through various mechanisms, including COTY, donations, in-kind support, and employee engagement programs.
  - Develop and manage fundraising campaigns and events in collaboration with corporate partners.
- **Event Management:**
  - Develop, coordinate and execute a calendar of fundraising and corporate events, such as lunches, balls, golf tournaments, breakfast meetings, conferences etc to raise awareness and generate revenue.
  - Manage event logistics and delivery, including venue selection, guest lists, catering, and entertainment.
- **Strategic Planning:**
  - Contribute to the development and implementation of the charity's overall fundraising strategy, with a focus on corporate partnerships.
  - Identify emerging trends in corporate social responsibility and adapt partnership strategies accordingly.

## Person Specification

- A successful track record of securing and maintaining corporate partnerships.
- Highly developed written and verbal communication skills to deliver fundraising pitches, ideas, and project updates to a range of audiences in a clear, inspiring and confident way.
- Confident and appropriate manner in dealing with the public and with corporate partners from a range of business types.
- Experience of liaising with and managing high level supporters, external suppliers and customers, and a solid understanding of the principles of customer care.
- Demonstrable communication skills, in person, online and in written media.
- A multitasker who can prioritise workload and work under pressure to tight deadlines.
- Flair for and interest in researching and preparing imaginative fundraising packages.
- The ability to work on own initiative, be disciplined, enabling the delegation and/or prioritisation of work, particularly under pressure to meet deadlines.
- Meticulous attention to detail.
- Analytics and reporting skills
- Ability to work effectively in a team context, supporting colleagues and working independently when requires.
- Hold a current driving licence and use of a vehicle.
- There will be some occasional commitment required to weekend and evening work but this will be incorporated into a healthy work life balance arrangement.