



# Corporate Partnerships Manager



# JOIN THE TEAM!

Action Against Hunger is building a world where no one dies from hunger. Life-threatening hunger is predictable, preventable and treatable, so a world without it is possible.

We tackle it where it hits and lead research to stop it. We work relentlessly to save lives and to create a world free from hunger.

We stop life-threatening hunger in its tracks. By training parents and healthcare workers to spot the signs, we get life-saving care to people who need it. Our research drives forward understanding of how to predict, prevent and treat life-threatening hunger. With unbeatable knowledge and unstoppable determination, we're taking action against hunger

## WE HAVE THREE ORGANISATIONAL VALUES:

1. We work in partnership
2. We are trusted experts
3. We are unstoppable changemakers

If you want to be part of this mission and if you share our values, come and join us.

We welcome applications from all sections of the community and we encourage as broad a range of candidates as possible. If you need any additional support to help you through this process, please let us know by sending an email to [jobs@actionagainsthunger.org.uk](mailto:jobs@actionagainsthunger.org.uk)

## CHECK OUT OUR SOCIAL CHANNELS:



AAH\_UK



Action Against Hunger UK



actionagainsthungeruk



Action Against Hunger UK



[actionagainsthunger.org.uk](http://actionagainsthunger.org.uk)



## ROLE DETAILS

Job title:	Corporate Partnerships Manager
Grade:	PO1
Department:	Fundraising and Communications
Reports to:	Senior Partnerships Manager
Job location:	Greenwich, London - Office based Tues & Thurs, with option for homeworking for remaining 60%
Duration:	Permanent
Hours:	37.5 per week
Salary band:	£39,771 to £42,531 per annum

## JOB PURPOSE

Action Against Hunger is building a world where no one dies from hunger. Life-threatening hunger is predictable, preventable and treatable, so a world without it is possible. We tackle it where it hits and lead research to stop it. We work relentlessly to save lives and create a world free from hunger.

This role sits within Action Against Hunger UK's Corporate Partnerships team, reporting to the Senior Partnerships Manager and will be responsible for leading on the growth and delivery of global and national partnerships, with a suite of partners worth c£750,000 per year. The postholder will have a proven track record of growing corporate income, with expertise in leading the management of both commercial and strategic partnerships. They will also be comfortable and confident building relationships with senior management and influencing to ensure partnership success and alignment with Action Against Hunger's ambitions.

This role is predominately an account management post.

# KEY DUTIES AND RESPONSIBILITIES

- Lead on the management of a number of high value, multi-year corporate partnerships, liaising across departments to set, monitor, evaluate and report on progress against partnership KPIs, targets, activities and budgets.
- Maximise partnership value, including financial, advocacy, pro bono and in-kind support.
- Provide first-class relationship management and lead discussions with senior decision makers, delivering bespoke stewardship plans.
- Develop annual and multi-year budgets and plans for partners, to maximise in- year and long-term growth and income, securing partnership renewals across the portfolio.
- Identify opportunities for partnership visibility and communications to maximise partnership awareness and drive engagement, working closely alongside our communications dept to develop strategic partnership brand and marketing plans.
- Work with existing corporate engagement products and develop new employee fundraising ideas,
- Work closely across the global organisation including the UK Operations Team and other Action Against Hunger HQs and Country Programmes to source projects available for funding and ensure timely and quality proposal, reports and communications are submitted to donors.
- Research new trends and innovations and emerging areas of interest for corporate partners.
- Provide regular and quality financial commentary around managed partner income, including meeting tracked and monitored bi-monthly KPIs
- Remain flexible and quickly respond to emergency situations, identifying and responding to fundraising opportunities.
- Be an active member in the network's global account management group

## PERSON SPECIFICATION

### QUALIFICATIONS & EXPERIENCE – ESSENTIAL

- Experience of developing high value, long term fundraising partnerships, including strategic partnerships and cause related marketing campaigns
- Experience of managing and nurturing relationships with corporate partners, including senior decision makers
- Proven experience of growing income and exceeding targets
- Knowledge of legal requirements related to trading activities (e.g. drawing up legal agreements, confirming correct wording for CRM activity, confirming when VAT is to be applied to donations for commercial value) and data protection laws
- Experience of being an ambassador for an organisation and presenting the organisations work to difference audiences, including large groups of staff or customers
- Excellent level of written and verbal communications skills in English

- Experience of project managing and working to agreed budgets
- Strong grasp of IT/Office programmes and contact management systems
- Committed to equality, diversity and inclusion

## QUALIFICATIONS & EXPERIENCE - DESIRABLE

- Good understanding and interest in the humanitarian and development sectors and international affairs
- Experience of liaising and working with stakeholders in an international network or federation, or with other international offices or organisations.
- Demonstrable ability to understand and analyse businesses economy

## MISCELLANEOUS

- Willing to work outside of normal office hours where required
- Carry out other duties as required in keeping with the wider needs of the team, particularly in emergencies and around organisational moments
- Adhere to the terms of the Action Against Hunger International Code of Conduct and associated policies, as a condition of their employment.

# THE BENEFITS

You're likely to be joining us because you're as passionate about the cause as we are. But since you're here, here are some more great reasons to work with us:

- we're all about work-life balance and are flexible so you can manage work around your needs
- we'll enroll you in our pension scheme, contribute 5% to it every month and give you free Group Life Cover, if you put in at least 4%
- interest-free season ticket and personal loans (subject to eligibility)
- payroll giving scheme
- ride-to-work scheme
- private medical insurance
- free health cashback scheme, including dentist and optician appointments
- discounted gym and health club membership
- online shopping discount scheme
- annual staff recognition awards with gift voucher prizes
- employee advice line – free confidential access to financial and legal advisors
- telephone and online counselling sessions
- organisational sick pay – starting at four weeks full pay plus two weeks half

- pay, increasing with service
- 25 days holiday plus eight bank holidays, increasing with service after two years. You can also buy up to five extra days of annual leave each year
- enhanced maternity and paternity pay
- up to five days paid carers' leave
- up to 24 hours paid leave per year for employer-supported volunteering

We operate an incremental pay structure. It's our policy to offer successful candidates the bottom of the advertised range. But if a candidate can demonstrate their current or most recent salary is higher, we'll increase our offer within the advertised range.

**“MUNIRA WAS VERY SICK. BUT NOW, I AM SO HAPPY, SHE RUNS AROUND AND PLAYS.**

**“ACTION AGAINST HUNGER HAS HELPED US A LOT.”**

- Medina, Somalia

