

# YOUR NEW ROLE AT THE TRUST

<b>JOB TITLE:</b>	<b>Director of Government Partnerships</b>	<b>PAY BAND:</b>
<b>FUNCTION:</b>	Fundraising & Marketing	Support Delivering Specialist/Managerial Technical Lead/Function Head <b>Senior Leadership Team</b>
<b>THE TEAM:</b>	Sitting within the wider Fundraising & Marketing Directorate, the Government Partnerships team is the face of The King's Trust to UK and local government departments. They work collaboratively with the wider organisation, ensuring funding opportunities of £10m+ annually that align with our strategic objectives.	

## WHERE YOU WILL FIT

CEO	Director of Fundraising & Marketing	<b>Director of Government Partnerships</b>	Senior Head of UK Government Strategy & Partnerships	Head of Policy & Public Affairs	Senior Managers/Managers
			Senior Heads & Head of Partnerships		

## HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

As our Director of Government Partnerships, you will have a significant impact on young people by inspiring and driving the performance of a dynamic team of fundraisers and public policy experts to raise the profile of the Trust, influence the UK and local government to design policy in the best interests of young people; and secure transformational funding and key contracts to support our work with young people across the UK.

## WHAT WILL YOU DO?

-  Provide strategic leadership and vision to the Government Partnerships Team to grow income to £14m+ per year from public sector partnerships and opportunities in UK and local government departments and statutory funding bodies.
-  Be accountable for the development and successful delivery of the influencing strategy for UK and country government, ensuring the Trust is best placed to shape policy and government investment choices and public affairs activities. Translate that positioning into funding opportunities.
-  To represent The King's Trust at UK Government level, in the media and at events on a regular basis, engaging people with our work and inspiring them to play a part.
-  Play a leading role in delivering the broader fundraising strategy as a key member of the Senior Fundraising and Marketing Team bringing insight, leadership, and support across the broader spectrum of Fundraising and Marketing.
-  Working in collaboration with the Director of Corporate Partnerships and cross functional teams, lead on the plans to further commercialise and improve our approach and offer to the government employment and skills market and employers, playing a key role in increasing employment related income streams for both government and corporate funding.
-  As a member of the senior leadership team, work in collaboration with teams across F&M and the wider organisation, including Brand and Marketing, Delivery Programme Development and finance to ensure plans are aligned and optimised in support of our organisation and funding strategy.
-  Build strong relationships with key external stakeholders to enable a culture of effective collaboration and partnership with the youth and employment sector, seeking to capitalise on joint funding and influencing opportunities where appropriate. Be intentional about who we want to partner with and how.
-  Nurture a high-performance culture, ensuring the team have clear goals and accountability and the support to achieve their best work.
-  Drive and nurture a culture of learning and development across the team; encouraging innovation and continuous improvement at every available opportunity.
-  Hold overall accountability for all Government Partnerships financial reporting, pipelines, and budgetary management, seeking to exceed budget and retaining strong focus on ROI; using data and insight to inform all decision making.

# THE SKILLS YOU'LL BRING

All 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 do not 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?
An in depth and highly advanced understanding of central government funding priorities and public policy.	We have an ambitious and evolving plan to deliver over the next five years and need a highly skilled and knowledgeable individual to deliver it.
Strong financial and business acumen and in-depth specialist understanding of fundraising or large-scale business development and account management, with a focus on governmental institutions.	You will be responsible for growing income to £14m+ as part of the 5-year Funding Strategy.
An outstanding, persuasive, and inspiring communicator and influencer.	As well as being able to inspire and lead the team through your communication skills, you will be required to influence and represent The Trust at a Senior level and at external forums and events.
A strong relationship builder.	You need to build strong relationships and trust both internally and externally with Government, partners, volunteers, and colleagues.
Exceptional leadership skills, with the proven ability to inspire a large team to overachieve on their goals.	You will lead a passionate and committed group of fundraisers to deliver exceptional results in a competitive and dynamic market.
Strong suite of personal skills including being persuasive, authoritative, receptive, inquisitive, agile, dynamic, inspirational, and politically savvy.	Critical to this role is the ability to effectively influence senior civil servants, government officials and other key internal and external stakeholders/partners; and create and maintain critical partner relationships.
Strong understanding of the specific government policy and funding markets connected to DWP (employment), DfE (skills) and DCMS and how to compete and succeed in those markets.	Helping young people to secure employment that can change their life is critical to our vision and mission and we will need to successfully partner with government to do that.
Experience	Why do we need this?
Experience of developing and delivering long term ambitious strategic plans including developing innovative and successful new approaches as part of those plans.	You will lead an important area of future income growth for the Trust, and you will need to have confidence in how to do that.
A track record of holding significant budgetary and income responsibility and generating funds through government partnerships, consortia and with delivery organisations.	This is a senior fundraising role with an expectation of raising £14m+ annually.
Significant experience of leading a function including remote management of teams and other stakeholders (volunteers or matrix-management) and developing the controls and disciplines to manage a large-scale function,	You will lead a team of people across the UK and work closely with a range of stakeholders and senior volunteers,
Significant experience of negotiating, influencing, bidding, and securing large-scale investments and significant policy change from UK central government departments,	This is a core part of the role as well as being able to lead and support others to be successful in this area.
Experience of influencing at a senior level internally and externally	As our most Senior representative in government partnerships, the role would be expected to do this on a regular basis.

## WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience of working in an organisation that helps children or young people	We expect you to have or develop a deep understanding of the issues young people are facing and how to represent their voices in government.
Experience within an Ofsted-regulated training or FE environment	Our plans will involve us understanding and succeeding in this area.

# WHAT DO WE EXPECT FROM YOU?

## 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.

 <p><b>Inspiring</b> We lead by example</p>	 <p><b>Approachable</b> We are open minded and value diversity</p>	 <p><b>Empowering</b> We enable positive change</p>	 <p><b>Non-Judgemental</b> We focus on the potential, not the past</p>	 <p><b>Passionate</b> We are absolutely committed to supporting young people</p>
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Here at The King'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 KT CAN (our Cultural Awareness Network), KT GEN (Gender Equality Network), KT 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 at a Senior Leadership level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
<p>You inspire others through passion for your own role and young people</p> <p>You hold our commitment to help young people front &amp; centre</p> <p>You lead a culture of honesty, respect, fairness and trust</p> <p>You face challenges with dynamism and determination</p> <p>You're authentic, bringing unique talents to work and encouraging others to do the same</p> <p>Role models integrity and acts according to our Values</p>	<p>You drive organisational change and improvement based on a broad understanding of internal &amp; external factors</p> <p>You balance entrepreneurship &amp; innovation with consistency</p> <p>You lead a culture of continuously improving performance by learning quickly from mistakes</p> <p>You drive your own development &amp; contribution to the sector</p> <p>You support the development of others &amp; organisational knowledge</p> <p>You demonstrate self-awareness &amp; act as a role model for giving &amp; receiving honest feedback</p>	<p>You're visible, credible &amp; inspiring in communicating the vision across The Trust</p> <p>You translate complex information and decisions into clear &amp; engaging messages</p> <p>You adapt communication/influencing style to the audience to achieve impact</p> <p>You engage with alternate perspectives &amp; constructively discuss difficult decisions</p> <p>You understand others' point of view and listen to their concerns / barriers before responding</p>	<p>You role model effective and mutually supportive teamwork with colleagues</p> <p>You build effective teams, encouraging collaboration throughout The Trust to break down silos</p> <p>You share knowledge &amp; information, asking for help from others when needed</p> <p>You build internal &amp; external networks in pursuit of partnerships that help us support young people</p> <p>You prioritise broader organisational agenda above own specialism</p>	<p>You build a vision for the future for your own team to achieve Trust-wide goals</p> <p>You develop strategies &amp; plans for the long / medium term</p> <p>You seize opportunities that align with The Trust's vision</p> <p>You role model sound judgement &amp; data driven decision making, making difficult or unpopular decisions when necessary</p> <p>You manage resources, taking a balanced approach to risk in order to achieve objectives</p> <p>You empower others through effective delegation or responsibility &amp; decision making</p>

## THE WELFARE OF OUR YOUNG PEOPLE

The King'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 per 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.