



Senior Corporate Partnerships Manager

Working hours: 35 Hours per week

Salary: £48,958 - £53,904 dependant on experience

Team: Partnerships

Location: Hybrid – Flexible home working with ad-hoc days in London

Contract: Permanent

Line Managed By: Director of Partnerships

Job Description

Prostate cancer is now the most common cancer in the UK. At Prostate Cancer Research (PCR), we're building solutions, from funding pioneering research to generating evidence for a national screening programme that can change outcomes at scale.

We are seeking a strategic, proactive and relationship-focused Senior Corporate Partnerships Manager to lead the growth and delivery of our corporate partnerships' portfolio. This role sits at the heart of our ambition to expand and diversify corporate income, building high-value, long-term relationships across a range of industries and cementing corporate fundraising as a core income stream for PCR.

PCR is at a key moment with our corporate fundraising activities as we are significantly expanding our engagement with a variety of industries and delivering meaningful strategic partnerships that drive income, raise brand awareness through impact-driven campaigns, and add value to our work through access to relevant services and expertise.

As PCR embarks on its new five-year strategy, this role offers an exciting opportunity to build on existing foundations and lead across the full breadth of corporate engagement – from new business strategy, prospecting and pitching, to developing employee fundraising and awareness activities, managing high-value partnerships, and shaping strategic, multi-year opportunities.

You will work closely with colleagues in areas such as Marketing & Communications, Events & Community, and Major Donors, and play a central role in identifying cross-team opportunities, leading excellent supporter stewardship and embedding effective partnership management across the charity's programmes of work. You will be responsible for growing the new business pipeline, developing compelling propositions, managing key corporate relationships and driving cross-team collaboration that enables meaningful engagement and sustained income growth.

The ideal candidate will have proven experience in corporate fundraising or partnership development, with a strong track record of securing and managing corporate partnerships, developing new business pipelines, and building relationships across multiple stakeholders and workstreams. Above all, they will be driven by the opportunity to connect organisations with impactful work that improves outcomes for people affected by prostate cancer.

As part of representing PCR, the role may involve UK-based travel, including attendance at meetings, conferences, briefings, and key industry events.

Key Responsibilities

New Business Development & Pipeline Growth

- Lead the development and delivery of PCR's corporate new business strategy, identifying, qualifying and prioritising high-value prospects across diverse sectors, including finance, retail, technology, hospitality, manufacturing and professional services.
- Own and manage a structured new business pipeline, ensuring prospects are recorded, stewarded and progressed according to agreed KPIs, income targets and strategic priorities.
- Develop tailored propositions, outreach strategies, cultivation plans and pitch materials that secure interest in Charity of the Year (COTY), strategic partnerships, sponsorship and employee fundraising opportunities.

Corporate Partnership Management & Delivery

- Lead the delivery and account management of high-quality partnership activity across events, campaigns, sponsorships, corporate donations and fundraising initiatives, ensuring partners receive excellent stewardship and clear impact reporting.
- Oversee planning and activation for employee fundraising and engagement activities, working closely with the Events & Community team to maximise partner participation, supporter experience and income.
- Lead the development of proposals, stewardship reports, presentations and corporate-specific content that demonstrate impact, deepen engagement and inspire continued support.
- Establish partnership governance requirements, including creating partnership agreements, managing renewals, tracking financials and reporting progress against milestones.

Cross-Team Collaboration

- Lead cross-team collaboration with colleagues across PCR to build cohesive supporter journeys, integrated cultivation opportunities and shared approaches to partnership delivery.
- Oversee the development of bespoke fundraising assets, employee engagement materials and corporate-specific supporter journeys.
- Identify potential high-value prospects within existing public fundraising audiences and internal networks, ensuring warm leads are effectively stewarded.

Corporate Patient Representatives Programme

- Oversee PCR's growing Corporate Patient Representatives programme, ensuring effective planning, recruitment, scheduling, logistics and feedback processes are in place.
- Ensure high-quality governance, tracking and stewardship of Patient Representatives to strengthen engagement, manage risk and enable sustainable expansion of the programme.

Content Development & Insight Gathering

- Lead the development of corporate-focused case studies and materials, including themes such as workplace health, EDI resource groups, "men's health in business" and partner-specific stories.
- Use insights from existing and prospective partners to inform product development, partnership offers, event design, stewardship improvements and future income growth.
- Work closely with Marketing & Communications to develop and update PCR's corporate partnership webpages and create engaging content for social media.

Representing PCR

- Represent the Partnerships Team at corporate meetings, stewarding events, industry networking sessions and cultivation opportunities.
- Help amplify PCR's mission and vision, contributing to the wider strategy of positioning PCR as a compelling and values-aligned corporate partner.

Skills and Competencies

Our ideal candidate would have the following:

Experience

- Significant experience leading and managing corporate fundraising activities including relationship development, partnership or supporter engagement.
- Proven experience researching, assessing and converting prospects into new business opportunities.
- Demonstrated experience building and managing relationships internally and with senior external stakeholders, with the confidence to engage new prospects and nurture established corporate contacts.
- Experience leading or overseeing events, campaigns or employee fundraising activities.
- Experience developing pitches, proposals, reports or persuasive written materials that secure new or grow existing partnerships.
- Experience working cross-functionally – ideally with fundraising, marketing, research and/or programme delivery teams.
- Experience managing income and expenditure budgets and tracking/reporting financials.
- Confident using CRM systems and maintaining accurate, organised records of pipeline activity.
- Confident using Microsoft Office suite, in particular Word, PowerPoint, Excel.
- Understanding of GDPR and UK fundraising regulations.
- Ability to identify and escalate risks, while proactively identifying opportunities for improvement.

Skills

- Excellent verbal and written communication skills, able to build rapport quickly, influence senior stakeholders and adapt messaging for different audiences.
- Confident working independently, using initiative to research areas of work and proactively identify solutions.
- Strong organisational and project management skills, with the ability to balance multiple priorities, deadlines and stakeholder needs.
- Strategic and creative problem-solver, able to identify opportunities, develop compelling propositions and think commercially about partnership value.
- Strong collaborator with the ability to lead work across departments and bring colleagues together around shared partnership opportunities.

Personal Attributes

- Purpose driven, enthusiastic and committed to delivering excellent experiences for corporate partners and supporters.
- Curious, proactive and solution-orientated, with the confidence to take initiative and make sound decisions.
- Values-led and aligned with PCR's mission to improve outcomes for people with prostate cancer.
- Comfortable working in a fast-moving environment with shifting priorities and emerging opportunities.
- Able to work independently, manage competing priorities and lead collaborative work as part of a team.
- Willingness to attend events that occasionally may be outside of typical working hours.
- Willingness and ability to undertake UK travel for meetings, events and cultivation.

Other

- This role requires in-person meetings and attendance at our office in central London. Candidates must be willing to travel into London and attend regular meetings with internal and external stakeholders.

Desirable criteria

- Understanding of the challenges facing people affected by prostate cancer in the UK.
- Ability to use AI tools such as CoPilot to support the initial stages of ideas or concept development.

Benefits of working for PCR

- You will see the difference your work makes straight away, sitting at the heart of our corporate relationships and helping businesses engage across all our activities.
- We take career development and progression seriously, investing in great staff members. Our retention rate is 10x the sector average.
- Budgets follow results. When something works, we invest more, giving you the backing to scale effective and impactful activities.
- We value our people, with flexible working, private BUPA healthcare, a competitive pension, a dedicated training budget, and more.

How To Apply

Please apply by submitting your CV and a short supporting statement (maximum 600 words) outlining why you would like the role and why you think you'd be a good fit, giving examples of previous experience.

There will be a one stage/two-stage interview process. The first interview will be online, and the second will be an in-person interview at our offices in London.

For more information about the role, please contact careers@pcr.org.uk

For more information about our organisation, visit the Prostate Cancer Research website: [Home - Prostate Cancer Research](#)

The Prostate Progress webpage: [Prostate Progress - Prostate Cancer Research](#)

And the PCR online patient resource, [The Infopool: Home | Infopool](#)

PCR is an equal opportunity employer committed to diversity and inclusion. We welcome applications from all qualified individuals regardless of their race, gender, disability, religion/belief, sexual orientation, or age.