



Job Opportunity – Corporate Partnerships Officer

Summary:

Are you ready to take Transaid's corporate fundraising income to the next level? We are in search of a Corporate Partnerships Officer to join our dynamic team in London (with the flexibility of hybrid working).

This role offers an ambitious candidate the opportunity to lead Transaid's corporate income stream, and to work closely with major blue-chip businesses (which form the mainstay of our corporate partnership base). Working in the fundraising team of four, the post-holder will be taking on an exciting portfolio of existing partnerships, with scope to build strategic and creative partnerships with a range of organisations.

Job Title	Corporate Partnerships Officer
Date reviewed	May 2024
Purpose	To manage and grow Transaid's well-established corporate engagement income stream
Responsible to	Head of Fundraising
Responsible for	No direct line management
Location	Hybrid – London office 2 days a week
Post	Full time but part-time (at least three days a week) a possibility
Period	Permanent
Salary	£30,000 - £34,000 dependent on experience

About the role:

Transaid is an international development organisation working to transform lives through safe, available and sustainable transport. As one of the chosen charities of the transport and logistics industry, this is an exciting opportunity for a dynamic, creative and ambitious self-starter to shape and grow Transaid's well established corporate partnership scheme. Responsible for a portfolio of 32 corporate partners, currently contributing c. 40% of Transaid's fundraising income, you will lead on maintaining and developing these critical relationships whilst creating and implementing new engagement opportunities.

January 2024 marked the beginning of a new organisational strategy for Transaid, with strategic partnerships (with companies both in the UK and globally) a significant part of the agenda. As well as looking to strengthen existing relationships, business development is a core part of this role. Working alongside the Head of Fundraising, you will be confident in scoping, pitching and winning new partnerships.

You will enjoy working as part of a small and impactful fundraising team who support each other to achieve great success. The ideal candidate must be open to regular UK travel (particularly to the Midlands) for events and meetings with a range of transport and logistics companies, and be open to some potential African travel.

Main Responsibilities:



- Account manage >32 corporate relationships, with a focus on retention (many partners have been corporate partners of Transaid for over ten years), as well as maximising income and in-kind potential
- Support the redesigning and implementing of Transaid's corporate business development approach, including increased engagement with African and European transport and logistics companies
- Research, identify and secure meetings with prospective corporate partners
- Work with corporate partners to increase engagement and understanding across their businesses, by identifying opportunities for presentations to staff and Transaid-led team building activities, as well as developing new engagement and fundraising activities, communication materials and enhanced thanking processes
- Work closely with the charity Ambassadors* to identify new opportunities
- Design, manage and execute the annual Christmas Appeal, which last year raised £41,500 from corporate support alone
- Lead the Road Safety Advisory Board (a core part of Transaid's strategic partnerships approach), creating space for discussion and opportunities for strategic partnership support
- Work closely with the programmes team to identify opportunities for more strategic corporate partner engagement, including providing technical assistance to programmes and leveraging 'best in class' private sector solutions
- Work closely with colleagues from across the organisation to collate information, engagement materials and reports for corporate partners to demonstrate the impact of their support
- Represent Transaid at industry events, such as trade shows and award dinners

Person Specification Essential:

- Corporate fundraising experience with proven skills in account managing a range of different sized companies and successfully generating income against target (this may be in a fundraising environment, but equally may be in sales or something similar)
- Proven ability to design and deliver successful pitches and form and maintain effective partnerships/individual relationships
- Demonstrable experience of building and converting a pipeline of new business
- Ability to work on own initiative and be able to manage a wide and varied workload to agreed deadlines often with conflicting priorities, using strong organisational skills
- A team player with strong interpersonal and communication skills, including an ability to present Transaid's work effectively to senior individuals and large groups, and represent the organisation
- Commitment to the work of Transaid and an understanding of and ability to communicate the critical need for our work

Desirable

- Some knowledge/understanding of the transport & logistics industry
- Fundraising experience in an international development organisation

Benefits:

- £30,000 - £34,000 salary
- 25 days leave per annum, plus bank holidays
- Generous 10% employer contribution pension
- 3 x salary personal accident cover
- Opportunity to join a friendly and ambitious team
- Opportunity for professional growth and development, with access to in-house and external training



- The ability to quickly make an impact
- Hybrid working (typically 2 days in the office per week)
- Central London office location, within a five-minute walk of Euston, St Pancras International & Kings Cross mainline railway stations
- Opportunity to travel to Transaid's programmes in Africa

Meet the Organisation: Who We Are and What We Do

Transaid is a London-based international development organisation in its 26th year, with HRH The Princess Royal as its Patron.

Transaid is a highly successful international development organisation working to transform lives through safe, available and sustainable transport. As a leading charity within the UK transport and logistics sector, this is an exciting opportunity to work with a dynamic fundraising team and help further develop Transaid's well established corporate income stream.

If you believe you're the perfect fit for this position, don't wait a moment longer – seize this opportunity and apply now!

Closing date for applications

Please send your CV and a cover letter (maximum two pages) to info@transaid.org by Friday 31st May 2024.

Interviews expected to take place in week commencing 3rd June 2024.

No agencies please.

* Transaid's Ambassador scheme is made up of >30 industry professionals who support Transaid in a range of ways. This role works closely with some of these individuals to identify new opportunities via their networks.