Corporate Partnerships Manager at Habitat for Humanity GB

Help us secure transformational new partnerships, grow corporate income and accelerate Habitat GB's mission to tackle housing poverty in the UK and around the world.

This is an exciting opportunity to join Habitat for Humanity Great Britain at a pivotal moment in our growth. We have ambitious plans to expand our impact, strengthen our profile and significantly increase investment from the private sector. To help achieve this, we are looking for a proactive, motivated and commercially minded **Corporate Partnerships Manager** to join our growing Corporate Partnerships team.

Reporting to the Head of Corporate Partnerships, you will focus on identifying, developing and securing new corporate partnerships, while also stewarding and growing a portfolio of existing relationships. Your primary focus will be building a strong pipeline of prospects and converting opportunities into long-term, high-value relationships. You'll play a key role in helping us achieve ambitious growth targets, including delivering £500,000+ of corporate income (primarily driven by new business) in year one.

Key Responsibilities:

- **New Business Development:** Identify, research, and secure transformational corporate partners; build and manage a robust high-value pipeline; convert new leads into multi-year commitments.
- **Account Management & Stewardship:** Deliver high-quality account management to select corporate partners; identify opportunities for account growth, uplift, and renewal; ensure seamless partner activation and satisfaction.
- **Relationship & Cross-Team Collaboration:** Work closely with colleagues across Habitat GB and the global network to develop compelling proposals, employee engagement, and volunteering opportunities.

This is a fantastic opportunity for someone with experience in fundraising, business development, sales, partnerships, consultancy, membership organisations or account management who wants to combine relationship-building and commercial skills with meaningful social impact. You'll work with businesses of all sizes to create partnerships that support life-changing housing and community development programmes across the UK and internationally.

As part of the global Habitat for Humanity network, you'll be able to offer prospective partners a unique range of opportunities spanning housing, climate resilience, community development, employee engagement and international volunteering. Few organisations can offer the scale, reach and tangible impact that Habitat can.

We're looking for someone who is ambitious, self-driven and excited by the challenge of winning new business and growing our portfolio. In return, you'll join a supportive and values-led organisation with significant opportunities to develop your skills, broaden your responsibilities and progress your career as our Corporate Partnerships team continues to grow.

If you're excited by building relationships, securing new opportunities and creating lasting social impact, we'd love to hear from you.

Please note: this role is not eligible for UK Visa Sponsorship. Applicants must already have the right to work in the UK.

Start your Habitat journey here…

We want the recruitment process to give you the opportunity to shine, to share your skills and experience as clearly as possible, and for you to find out more about Habitat GB in return. You are welcome to get in touch and arrange an informal chat with David Henry (DHenry@habitatforhumanity.org.uk) before submitting an application.

Habitat for Humanity requires that all employees take seriously their ethical responsibilities to safeguard our intended beneficiaries, their communities, and all those with whom we work. Managers at all levels have responsibilities to support and develop systems that create and maintain an environment that prevents harassment, sexual exploitation and abuse, safeguards the rights of beneficiaries and community members (especially children), and promotes the implementation of our code of conduct. The employment of this position will be subject to a satisfactory reference check and a Disclosure and Barring Service (DBS) check.

At Habitat for Humanity GB, we aim to build, develop and retain a talented workforce that represents a variety of backgrounds, skills and experiences. We welcome and actively encourage applications from anyone who feels they'd be a good fit for our organisation, regardless of race, religion, colour, age, sex, national origin, sexual orientation, gender identity, disability, neurodiversity or any other protected characteristics.

Unfortunately, because of high volume of applications we will not be able to contact unsuccessful applicants. If you haven't heard from us within a month of the application deadline, please assume that your application has not been successful.

We'd prefer to hear directly from applicants – we won't be working with third party recruiters on this role.