

Head of Commercial Partnerships

Hours: 37.5 hours per week (would consider 0.8FTE for the right candidate)

Location: You will be based at our Head Office in Balsall Heath. This role includes travel to other JERICO sites or to visit customers, funders or attend events.

There is also the possibility of some home working to help manage your work/life balance.

Salary: £44,000 per year

Reporting to: Director of Income Generation

About JERICO

JERICO is an award-winning Birmingham-based charity and family of seven social enterprises. We provide supported work opportunities for people facing extreme challenges in getting a job. We primarily support marginalised young people and survivors of modern slavery. What makes our model so effective is the way we combine work placements with individualised wrap-around support, training and a range of targeted activities. Our approach is focused on helping people address the issues that are affecting their life chances, build skills and confidence and ultimately become more employable.

What's the job?

The Head of Commercial Partnerships is a pivotal leadership role responsible for developing and delivering Jericho's corporate engagement and partnership strategy.

The postholder will build and maintain relationships with employers, businesses, funders and strategic partners to create employment pathways for participants, generate income for Jericho's social enterprises and unlock wider support through corporate fundraising, social value partnerships, volunteering and advocacy.

Working across multiple areas of the organisation, the role will act as a bridge between Jericho's employability, enterprise and income generation functions, ensuring partnerships deliver meaningful social impact while strengthening the organisation's long-term sustainability.

This role offers a unique opportunity to shape the future of Jericho's corporate engagement strategy and become a key external ambassador for one of Birmingham's leading employment-focused charities.

What you'll be doing

Strategic Leadership

- With support from the Director of Income Generation, develop and deliver Jericho's Commercial Partnerships Strategy.
- Identify opportunities to increase income, employment outcomes and social impact through external partnerships.
- Contribute to organisational strategy, business planning and growth objectives.
- Monitor partnership performance and provide regular reporting on outcomes, income generation and impact.
- Act as a senior ambassador for Jericho across Birmingham and the wider region.

Employer Engagement and Employment Pathways

- Build and maintain relationships with employers across a range of sectors.
- Create opportunities for work placements, work experience, internships and employment pathways for participants.
- Develop employer partnerships that support individuals facing significant barriers to employment.
- Work closely with People Support and Employability teams to understand participant needs and identify suitable opportunities.
- Promote inclusive employment practices and encourage employers to recruit from underrepresented groups.

Corporate Partnerships and Business Development

- Identify and secure new business opportunities for Jericho's social enterprises.
- Develop relationships with procurement teams, HR leaders, CSR teams and senior decision-makers.
- Promote the commercial services offered by Jericho's enterprises and identify opportunities for growth.
- Create strategic partnerships that deliver both commercial value and social impact.

- Support the development of new enterprise opportunities and routes to market.
- Identify opportunities arising from corporate social responsibility and social value commitments.

External Representation

- Represent Jericho at networking events, conferences, business forums and partnership meetings.
- Build Jericho's profile within Birmingham's business community.
- Deliver presentations and pitches to senior stakeholders.
- Develop relationships with key influencers, business leaders and strategic partners.

Who are we looking for?

Essential

- Significant experience in corporate partnerships, business development, employer engagement, relationship management.
- Proven ability to build and maintain high-value strategic relationships.
- Experience developing partnerships that deliver measurable outcomes.
- Strong commercial awareness and understanding of how businesses operate.
- Excellent communication, networking and presentation skills.
- Experience influencing and engaging senior stakeholders.
- Ability to identify opportunities and convert them into tangible results.
- Strong planning, organisational and project management skills.
- An appreciation of and sympathy with The Jericho Foundation's Christian roots and values, and a commitment to its mission of supporting people facing barriers to employment into sustainable work.

Desirable

- Experience within the charity, social enterprise, employability or recruitment sectors.
- Knowledge of Birmingham's business landscape and key employers.
- Experience securing corporate funding, sponsorship or social value partnerships.

- Understanding of supported employment and employability programmes.
- Experience managing budgets, income targets or commercial contracts.

What's in it for you?

A full-time job, 37.5 hours per week (would consider 0.8FTE for the right candidate). Some home working may be possible.

A salary of £44,000 per year

24 days annual leave plus bank holidays, increasing by one day a year up a maximum of 29 days

Enhanced sick pay after qualifying period

How To Apply

Please email your CV and covering letter to hrenquires@jericho.org.uk

- The covering letter must include:
- Why you want to be considered for the role
- How you meet the job criteria
- Where you heard about the vacancy

For an informal conversation about the role please contact Rebecca Stone, Director of Income Generation, on 0121 647 1960 or

Rebecca.stone@jericho.org.uk

Closing date: Thursday 30th July 2026

Interview Date: Tuesday 11th August 2026

Right to Work

We are unable to offer sponsorship for this role, so you must have the Right to Work in the UK.

Equal Opportunities

JERICHO actively welcomes all suitably qualified applicants regardless of gender identity or expression, ethnic origin, nationality, religion or beliefs, age, sexual orientation, disability status or any other protected characteristic. We recruit and develop our people based on merit and their passion for creating better

outcomes, and we're committed to creating an inclusive environment for all employees.

Help us understand who is applying for and getting roles with us by completing our [Equality and Diversity Questionnaire](#). This information is not accessible to the recruiting manager and it does not form part of your application.

We guarantee an interview to disabled candidates who meet the minimum criteria under the Disability Confident Scheme.