

YOUR NEW ROLE AT THE TRUST



**START
SOMETHING**

JOB TITLE:	Head of Corporate Partnerships – Retail and Consumer	PAY BAND:
FUNCTION:	Corporate Partnerships	Support Delivering Specialist/Managerial
THE TEAM:	Corporate Partnerships sits within the wider fundraising and marketing directorate and is responsible for developing strategic, high value partnerships that enable the Trust to achieve our mission.	Technical Lead/Function Head Senior Leadership Team

WHERE YOU WILL FIT

CEO	Director of Fundraising and Marketing	Director of Corporate Partnerships	Senior Head of Corporate Partnerships	Head of Corporate Partnerships – Retail & Consumer	Senior Corporate Partnerships Manager	Corporate Partnerships Manager
-----	---------------------------------------	------------------------------------	---------------------------------------	---	---------------------------------------	--------------------------------

HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

To lead a team to manage and grow our Retail and Consumer partnerships. These businesses are pivotal in supporting our mission for young people – as a major recruiter of entry level talent, as significant funders of our employability work, as a route to engage 1million+ employees with volunteering and fundraising, and through their brand power to connect with the public and inspire young people.

WHAT WILL YOU DO?

- Lead a partnership team (currently five) to deliver on fundraising goals, ensuring excellent relationship and account management for corporate partners, maximising income, overall value and partner-satisfaction.
- Set the strategic direction for the team, including clear team business plans, individual objectives and monitoring of line management performance and development.
- To be actively involved as Senior Lead on a number of the largest partnerships – including supporting the Partnership Manager and building excellent relationships with external stakeholders.
- Ensure financial targets are met and where possible exceeded in accordance with business planning, including robust regular reporting to Senior Head.
- Form part of the Corporate Leadership Team, playing a key role in team business planning and cross team projects.
- Support the lead on the Retail, Leisure & Hospitality Leadership Group committee, delivering the sector plan to maximise opportunities and impact for the Trust.
- To work closely with the Business Development team on the new business pipeline, including effective handovers and management of team capacity.
- Champion collaboration and cross team working with Service Delivery, Events and Marcomms to maximise the value our partnerships have.
- Seek out and maximise opportunities for growth and additional value, such as thought leadership opportunities, jobs for young people, commercial and pro-bono support.

THE SKILLS YOU'LL BRING

All of 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 don't 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?
Strong ability to motivate a team and individuals, including senior colleagues, towards shared goals.	In order to successfully lead a team and effectively manage relationships with multiple internal stakeholders at all levels.
Strong communication skills: confidence and ability to inspire stakeholders in the business sector at all levels.	In order to engage and motivate external stakeholders to deliver results.
Strategic planning skills: ambition to increase income over long time-periods through effective business planning, including budgets and objectives.	In order to set team goals, budgets and objectives.
Resilience and tenacity, with the ability to work to ambitious long-term goals.	In order to manage difficult situations, persevere and keep long term goals in sight.
Excellent verbal and written communication skills, with experience of presenting to external audiences.	In order to meet team and partnership needs – i.e., external presentations and reports.
Strong understanding of corporate responsibility, and key business drivers within the wider economic context.	In order to maintain and grow mutually beneficial charity/business relationships.
Experience	Why do we need this?
Experience of leading a team to deliver against business plans and objectives.	In order to lead the team effectively and demonstrate success.
Experience of managing long-term high value partnerships within a charity environment.	In order to provide strategic leadership on accounts, and advise the team
Experience of growing income over time and seeking out new opportunities.	In order to meet ambitious fundraising goals
Experience of developing staff to improve their performance and future capability.	In order to retain and develop people
Experience of business planning - including complex budgeting, narrative planning and income tracking.	In order to meet fundraising goals and track income
Experience of managing and influencing external stakeholders to deliver results.	In order to meet partnership aims and grow income.

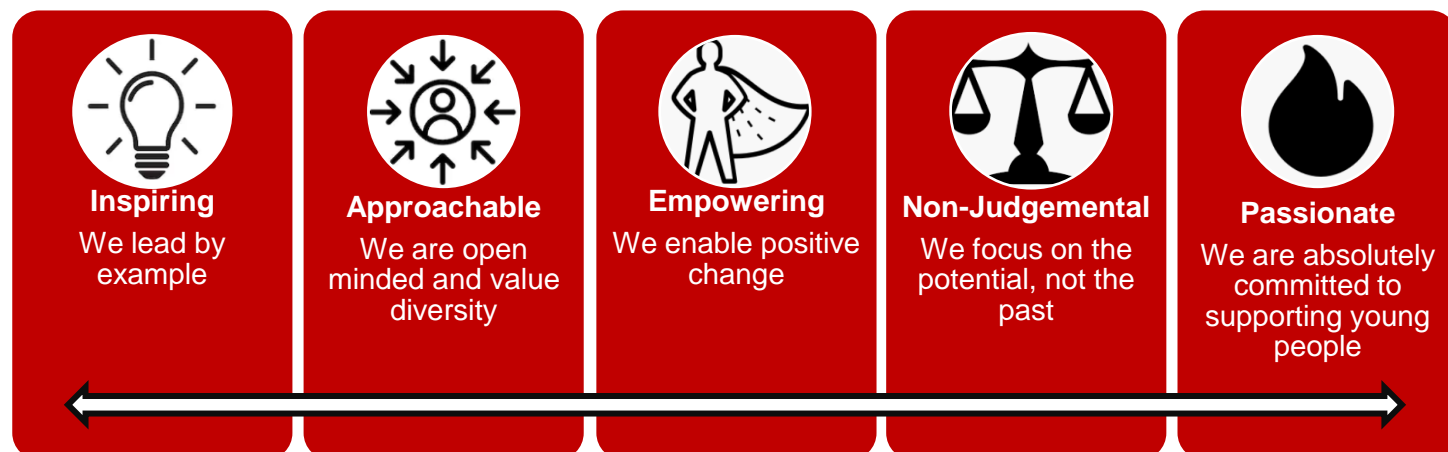
WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience of working at a youth charity or directly with young people	To talk confidently and knowledgeably about the work of The Prince's Trust and the youth sector.
Experience of managing Senior Volunteers / Volunteer Boards	The Prince's Trust work with a volunteer network of dedicated senior business leaders.
Experience of working in / with Retail and Consumer brands	An understanding of the sector will be useful in understanding business motivations and growing partnerships.

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.



OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works in at a head of 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 what we do</p> <p>You keep young people and our end goal in mind</p> <p>You build trust in others through reliability and holding self accountable for success</p> <p>Resilient in the face of challenges, not taking constructive criticism personally</p> <p>You're authentic and bring unique talents to work, encouraging others to do the same</p> <p>You role model integrity and act according to our Values</p>	<p>You champion change initiatives and help others see the benefits and opportunities</p> <p>You take an entrepreneurial approach to improving how we do things</p> <p>You seek opportunities to enhance own development and build expertise</p> <p>You role model a positive and constructive approach to giving & receiving feedback</p> <p>You support others in adapting to change</p>	<p>You're approachable, clear and assertive</p> <p>You cascade important and relevant information to others clearly and swiftly</p> <p>You treat people as individuals, tailoring communication and influencing style accordingly</p> <p>You communicate difficult messages and challenge others' thinking effectively</p> <p>You listen to and empathise with others to understand the root of situations before responding</p>	<p>You role model effective and mutually supportive teamwork with colleagues</p> <p>You manage the expectations of others, gaining buy-in where required</p> <p>You share knowledge and information</p> <p>You build and invest in relationships across The Trust</p> <p>You use awareness of how your own team fits within the wider organisation to find solutions</p>	<p>You translate The Trust's long-term vision and strategy into actionable plans & targets</p> <p>You take responsibility for making and implementing logical, data-based decisions</p> <p>You're flexible and responsive as priorities and requirements change</p> <p>You seek solutions and solve problems, empowering others to do the same</p>

THE WELFARE OF OUR YOUNG PEOPLE

The Prince'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 in accordance with 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.