

HEAD OF PARTNERSHIPS

ROLE DESCRIPTION

ABOUT US

Open for Business is a charity with a vision of a world where business is a driving force in advancing LGBTQ+ equality around the world. We lead a Coalition of 38 global businesses, who have made a commitment to LGBTQ+ inclusion and make the economic case for LGBTQ+ inclusion using data and research. We develop the evidence base that shows that more inclusive, diverse societies are not just good for individuals, they are also better for business and economic growth.

We activate our research through the power of our Coalition, LGBTQ+ civil society organisations and run programmes which advance LGBTQ+ equality where it was previously not thought possible. We run four regional programmes around the world, including: Central and Eastern Europe; Southeast Asia, East Africa and the Caribbean.

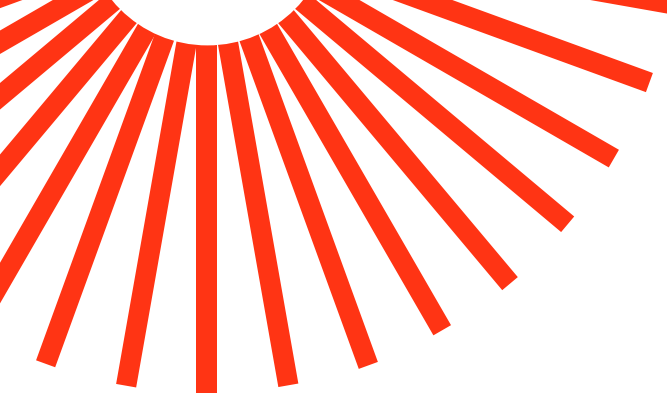
We're proud of bringing the weight and expertise of the private sector behind some of the most vulnerable members of our community globally, ensuring their advocacy efforts are supported by some of the largest organisations in the world.

The Role

We are recruiting for a dynamic and ambitious Head of Partnerships, who will lead on the account management of our 38 global Coalition Partners, to leverage the power of our Coalition to advance LGBTQ+ equality, and grow the number and value of Coalition Partners.

This is an exciting role in a fast-paced organisation committed to ensuring LGBTQ+ inclusion globally, which will see the successful candidate manage partnerships with many of the world's leading companies.

The role will provide best-in-class account management and stewardship to our Coalition, ensuring they have a calendar of impactful and inspiring opportunities to



engage with Open for Business and our programmes throughout the year and identifying areas for growth and development which result in higher levels of income generation.

The role will also be responsible for leading on developing and progressing a pipeline of new business opportunities, to recruit the support of additional Coalition Partners, both financial and non-financial, who will enable Open for Business to continue achieving our mission.

The Head of Partnerships will work alongside the Director of Development to grow and maximise the financial and non-financial value of our Coalition of global businesses.

ROLE DETAILS

Salary Range: £50,000-60,000

Location: UK-based with hybrid model working from our office space in London and from home

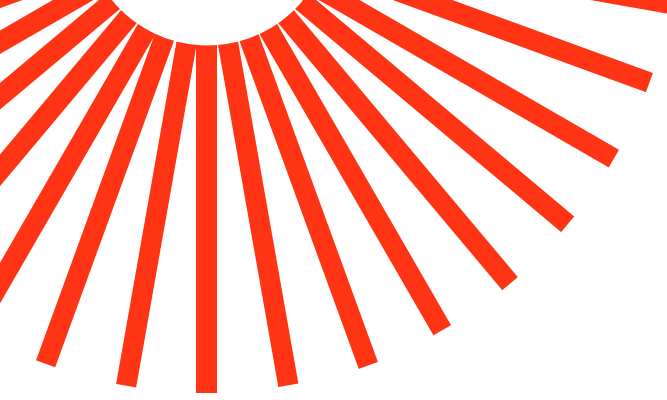
Reports Into: Director of Development

Line Management Responsibilities: None

Annual Leave Entitlement: 25 days

KEY RESPONSIBILITIES

- Be the primary point of contact for our Coalition of global businesses
- Develop and implement an effective and efficient Coalition engagement plan to steward existing relationships global businesses
- Develop account plans for Coalition Partners with significant uplift potential to increase the value of their financial support
- Develop a new business pipeline of prospective coalition partners, developing new relationships and progressing them to join our coalition.
- Plan and deliver an inspiring calendar of Coalition partner events in-person (Coalition Forums x3 – Singapore, London and New York) and online (Coalition Connects x4)



- Work in partnership with the Director of Communications to ensure partners receive an engaging programme of communications
- Support the work of the Global Programmes Director and Global Engagement Director, ensuring our coalition partners participate in our programmes around the world and on global platforms

PERSON DESCRIPTION

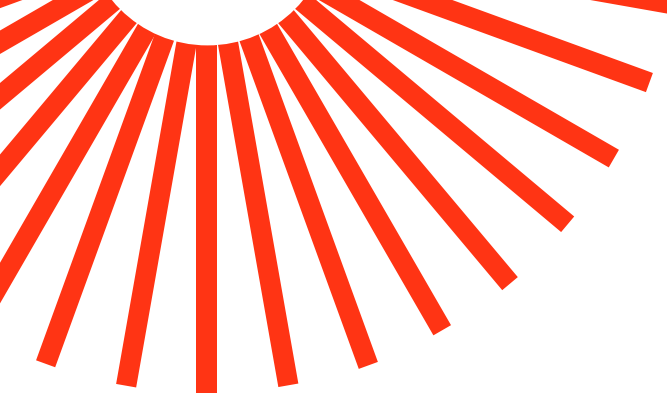
We are interested in welcoming applicants from a diverse range of career experiences.

You may come from a leadership position within an NGO, you may have led client relationships in professional services or the arts. What matters most to us is that you have a strong ability to build relationships with a diverse-range of stakeholders and that you know how to get the most out of these relationships.

We are a growing organisation, and top of our list is that you have the ambition and drive to grow with us as an organisation as we make a difference for LGBTQ+ people throughout the world.

Ideally, you will be able to demonstrate the following skills and experience:

- Direct experience in working with or for the private sector, in particular with multinational companies
- Experience in coalition-building or running engagement programmes
- Experience meeting and exceeding targets
- Entrepreneurial spirit and a self-starter
- Experience in engaging directly with senior representatives of a variety of institutions
- Excellent communication skills and an ability to effectively express positions verbally and in writing
- Passionate about addressing LGBTQ+ inequalities worldwide and understanding of the issues facing LGBTQ+ people globally
- Comfortable working in a remote environment with a small, agile team based around the world
- Comfortable travelling internationally



We are an equal opportunity organisation. The successful applicant will be hired based on merit – irrespective of gender, race or ethnicity, age, religion, marital status, sexual orientation, gender identity or expression, disability or socioeconomic background.

APPLICATION PROCESS

- Please submit your CV and cover letter via CharityJobs
- Please also include contact details of two professional references – we will only contact these individuals with your permission

Application Deadline: Sunday 19th January 2025 (at 11:59pm)