

JOB DESCRIPTION

JOB TITLE:	Strategic Partnership Manager (Charity)
CONTRACT TYPE:	Permanent, Full Time (35 hours per week)
ORGANISATION:	Royal Life Saving Society UK
DEPARTMENT:	Charity Department
JOB BASE:	RLSS UK HQ, Worcester, WR5 2JG (<i>opportunity to discuss hybrid working</i>)
REPORTS TO:	Head of Charity Communications
SALARY:	£32,657.88 (Spine 22)

ROLE OVERVIEW

Are you a creative and confident communicator, with excellent people skills, and a proven record of growing and maintaining partnerships?

We have an opportunity at The Royal Lifesaving Society UK, the charity that since 1981 has been sharing its expertise in water safety, lifesaving, and lifeguarding to educate everyone to enjoy water safely.

Every single year an average of 312 UK and Irish citizens lose their lives to accidental drowning and we are making excellent strides to address this tragedy, as well as working hard to ensure everyone has the skills and knowledge to enjoy water safely.

This is a new, fantastic opportunity and we are looking for a talented Strategic Partnership Manager to join an incredibly ambitious, passionate, and skillful team.

KEY TASKS & RESPONSIBILITIES

- Identify, develop and manage new partnerships with youth agencies and organisations to enhance opportunities for education programmes and clubs and grow our community
- Build on and maintain existing strategic partnerships to better enable our work to prevent drowning and help everyone to enjoy water safely
- Lead on partnership strategies and agreements with a view to amplifying messaging of both organisations
- Be integral to the development of a long-term partnership strategy
- Work in partnership with the Commercial Department to leverage strategic relationships with commercial partners
- Oversee and manage our funder pipeline, including overseeing donor prospecting
- Lead our strategy with identified local water safety groups/forums to ensure we effectively support locally managed activity
- Where applicable seek funding and income opportunities from existing partners
- Lead the practical delivery and management of outputs agreed with partners

- Monitor, evaluate and report on relationships and their impact, making recommendations to the Head of Charity Communications and advising the wider Charity Team.
- Develop relationships that elevate and refresh benefits available to our members

OTHER REQUIREMENTS

- Hold a valid UK driving licence (or have the ability to travel) as occasional travel may be required
- Demonstrate and uphold the society's values and behavioural standards at all times
- Ensure compliance with UK GDPR and the Data Protection Act 2018 by complying with internal information governance policies and maintaining up to date documentation as part of RLSS UK's compliance programme
- Proactively participate in the Society's equality, diversity, and inclusion (EDI) initiatives and training, and to promote a culture of respect and inclusion for all staff and customers.

This job description is not to be regarded as exclusive or exhaustive. It is intended as an outline indication of areas of activity and responsibility and will be amended in light of the changing needs of the organisation.

PERSON SPECIFICATION

Relevant Experience, Skills and/or Aptitudes

- Degree level or demonstrable equivalent experience in working with partners or multiple stakeholders
- Strong communication skills including building and maintaining relationships and influencing decision-makers
- Demonstrable experience of engaging with strategic partners to deliver mutual benefits
- Commitment to giving RLSS UK partners the best experience, demonstrating the impact their support is having on RLSS UK's mission to prevent drowning and help everyone enjoy water safely
- Ability to deliver tangible outputs
- Proven history of being organised and managing agreements across multiple partners
- Third Sector experience is desirable, but not essential

YOUR APPLICATION

Please send your CV and a Cover Letter outlining why you should be our next Strategic Partnership Manager for the charity to recruit@rlss.org.uk

Closing Date – Tuesday 9th April, 5pm

Interview Date – w/c Monday 15th April 2024, Date TBC