

## JOB DESCRIPTION

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<b>JOB TITLE:</b>	Corporate Partnerships Manager
<b>STATUS:</b>	Full time
<b>HOURS:</b>	9.00am-5.00pm (JDRF operates a flexible working hours policy)
<b>SALARY:</b>	£35,525 per annum
<b>HOLIDAY:</b>	25 days
<b>LOCATION:</b>	Hybrid working part London Office (Islington, London) part home work.  The post holder will work a minimum of 1 day per week in the office.
<b>REPORTS TO:</b>	Deputy Director of Fundraising (High Value)
<b>KEY INTERNAL RELATIONSHIPS:</b>	The High Value Partnerships team, The Philanthropy Team, Active Events Fundraising team, Marketing, Research Communications, Community Engagement team, SMT members.
<b>KEY EXTERNAL RELATIONSHIPS:</b>	JDRF corporate supporters, senior level corporate contacts. JDRF trustees and supporters

JDRF, the type 1 diabetes charity, funds research to cure, treat and prevent type 1 diabetes. We provide information and support for individuals and families living with the condition at all stages, from diagnosis and beyond. We give a voice to people with type 1 diabetes, ensuring we maintain a focus within the UK and internationally on finding the cure.

JDRF is an organisation with a clear mission – to find a cure type 1 diabetes. This clarity creates a dynamic and collaborative place to work. We want our employees to be committed and go the extra mile for us. In return, we provide a supportive and rewarding working environment, with room to grow.

## **DEPARTMENT**

This role sits within the Fundraising and Engagement Department. JDRF receives no government funding so all of our income is generated by the activities of the Fundraising Department. The department is a high performing team working across the UK to deliver on challenging fundraising targets. We are an enthusiastic and committed team, collaborating across the organisation to generate income to find a cure and support the type 1 community.

## **PURPOSE OF THE ROLE**

To lead on the development, including the research and approach, of new high value corporate partnerships (£50k to £500,000 plus) that will benefit the work of JDRF either financially and/or strategically.

To account manage and grow income from corporate partners both new and established.

## **KEY TASKS**

### **Delivery of new business partnerships**

- To work proactively to secure strategic opportunities that have long term benefit to JDRF.
- To lead on pitch and project teams to secure funding from across the corporate fundraising mix, including longer term strategic relationships, charity of the year partnerships, sponsorship and cause related marketing campaigns.
- To undertake research on corporate prospects, particularly by mapping and utilising existing connections and networks to establish new avenues of corporate support and to lead on these approaches.
- To lead on the preparation of high quality, compelling proposals, presentations and pitches for prospective partners.
- To present the work of JDRF in a way which engages new corporate partners.
- To develop, manage and grow relationships with new and established corporate clients to build sustainable income generating partnerships.
- To build effective internal relationships which maximise opportunity and income for JDRF.
- To attend events and support contacts within the business environment.
- To support the day to day running of the team by providing administrative support to your areas of responsibility such as: financial administration, office administration and database management.
- To support the Deputy Director of Fundraising with the development and implementation of the corporate fundraising strategy, income/expenditure budgets and operational plans.

- To work with the Deputy Director of Fundraising to raise awareness of JDRF and type 1 diabetes amongst the corporate community.

**Income generation**

- To deliver against income targets as agreed with the Deputy Director of Fundraising and the Director of Fundraising and Engagement.
- To ensure expenditure budgets are tightly controlled and savings made where possible.

## PERSON SPECIFICATION

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Criteria	Essential	Desirable
<b>Experience:</b>	<p>Extensive experience of working in corporate fundraising, preferably in a new business environment or Significant experience of working in a commercial marketing/sales position in a client facing role.</p> <p>Experience of achieving and exceeding new business income targets.</p> <p>Experience of researching, prioritising and developing new strategic business partnership opportunities.</p> <p>Experience on the development and delivery of compelling proposals, presentations and pitches.</p> <p>Experience of account management: developing, managing and growing new and established corporate accounts to generate sustainable income; including building relationships with senior level prospects and supporters.</p> <p>Experience of working as part of a team and enabling others to reach their objectives.</p>	<p>Experience of developing corporate partnerships to the value of £100K+</p>
<b>Skills:</b>	<p>Ability to work independently within the role, under their own initiative and cooperatively as part of the High Value Partnerships team.</p> <p>Ability to make decisions.</p> <p>Ability to prioritise and project manage multiple projects, ensuring all plans fit with JDRF and corporate partnership strategic goals.</p> <p>Skilled at identifying, developing and maintaining internal and external working relationships at all levels.</p> <p>Ability to represent JDRF to create strategic partnerships.</p> <p>Ability to persuade and influence staff and supporters.</p> <p>Ability to produce innovative, persuasive fundraising proposals.</p>	<p>Knowledge of fundraising law and practice.</p> <p>Experience of using a recognised database.</p> <p>Ability to monitor income and expenditure budgets.</p>

	<p>Ability to develop brilliant pitches and presentations and deliver these to external audiences.</p> <p>Ability to vary communication style (both written and verbal) to reflect the needs of the audience.</p> <p>Excellent attention to detail.</p>	
<b>Personality:</b>	<p>Outgoing, confident, friendly, positive and professional.</p> <p>Ambitious, innovative, self-motivated and target driven.</p>	
<b>Other:</b>	<p>Flexibility and willingness to work some unsocial hours.</p>	<p>Knowledge of type 1 diabetes, diabetes research and JDRF.</p> <p>Member of Institute of Fundraising.</p>

### EQUAL OPPORTUNITIES

JDRF is an equal opportunity employer and does not discriminate against employees for job applications on the basis of race, sexual orientation, religion, colour, sex, age, national origin, disability or any other status or condition protected by applicable law. This policy extends to but is not limited to recruitment, selection, remuneration, benefits, promotion, training, transfer and termination.

**JDRF is a registered charity No. 295716 (England and Wales) and SC040123 (Scotland)  
Raising funds for research to find a cure for type 1 diabetes.[www.jdrf.org.uk](http://www.jdrf.org.uk)**