Prostate Cancer Research

pcr.org.uk

# Corporate Partnerships Executive

**Working hours: 35 Hours per week**
**Team: Partnerships**
**Contract: Permanent**
**Reporting to: Senior Corporate Partnerships Manager**
**Salary: £35,862 - £39,163 dependent on skills and experience**
**Location: Hybrid – Flexible working with ad-hoc days in London (Chancery Lane)**

## Job Description

Prostate cancer is now the most common cancer in the UK. At Prostate Cancer Research (PCR), we're building solutions, from funding pioneering research to shaping national screening policy that can change outcomes at scale.

We are seeking a proactive, relationship-focused and highly motivated Corporate Partnerships Executive to help expand and diversify our corporate income. This new role sits at the heart of our ambition to grow strategic partnerships, unlocking opportunities across a range of industries and cementing corporate fundraising as a core income stream for PCR.

This role offers an exciting opportunity to work across the full breadth of corporate engagement – from new business prospecting and pitching, to developing employee fundraising and awareness activities, and supporting wider strategic, multi-year partnerships.

You will work closely with colleagues in areas such as Events & Community, Major Donors, and Marketing & Communications and play a central role in identifying cross-team opportunities and providing excellent supporter stewardship across the charity's programmes of work. You will be responsible for delivering high-quality partnership experiences, developing our new business pipeline and supporting compelling propositions, and driving cross-team collaboration that enables meaningful engagement and sustained growth.

The ideal candidate will have proven experience in prospecting and supporting new business proposals, will bring confidence in relationship building across multiple stakeholders and workstreams, and have a strong interest in corporate fundraising, and partnership delivery and growth. Above all, they will be driven by the opportunity to connect organisations with impactful work that improves outcomes for people affected by prostate cancer.

As part of representing PCR, the role may involve UK-based travel, including attendance at meetings, conferences, briefings, and key industry events.

### Benefits of working for PCR

- You'll see the difference your work makes straight away, sitting at the heart of our corporate relationships and helping businesses engage across all our activities.
- We take career development and progression seriously, investing in great staff members. Our retention rate is 10x the sector average.
- Budgets follow results. When something works, we invest more, giving you the backing to scale effective and impactful activities.
- We value our people, with flexible working, private BUPA healthcare, a competitive pension, a dedicated training budget, and more.

## Key Responsibilities

### New Business Development & Pipeline Growth

- Lead on researching, identifying and qualifying new corporate prospects across diverse sectors, including finance, retail, technology, hospitality, manufacturing and professional services.
- Develop a structured new business pipeline, ensuring prospects are recorded, stewarded and progressed according to agreed KPIs and income targets.
- Craft tailored outreach materials, introductory conversations, and cultivation plans to build early engagement and spark interest in Charity of the Year (COTY), strategic partnerships and employee fundraising.

### Corporate Partnership Support & Delivery

- Support the Senior Corporate Partnerships Manager in delivering high-quality partnership activity across events, campaigns, sponsorships, corporate donations and fundraising initiatives.
- Coordinate logistics, planning and activation for employee fundraising activities, working closely with the Events & Community team to maximise partner participation and income.
- Assist with shaping proposals, stewardship reports, presentations and corporate-specific content that demonstrate impact and inspire continued support.

### Cross-Team Collaboration

- Work hand-in-hand with colleagues across PCR to build cohesive supporter journeys and integrated cultivation opportunities.
- Support the development of bespoke fundraising assets, employee engagement materials and corporate-specific supporter journeys.
- Identify potential high-value prospects within existing public fundraising audiences and internal networks, ensuring warm leads are effectively stewarded.

### Corporate Patient Representatives Programme

- Provide coordination and administrative support for PCR's growing Corporate Patient Representatives programme – including scheduling, logistics, recruitment, and feedback gathering.
- Ensure high-quality governance, tracking and stewardship of Patient Reps to strengthen engagement and enable expansion of the programme.

**Content Development & Insight Gathering**

- Develop new corporate-focused case studies and materials, including themes such as workplace health, EDI resource groups, “men’s health in business” and partner-specific stories.
- Gather insights from existing and prospective partners to inform product development, partnership offers, event design and stewardship improvements.

**Representing PCR**

- Represent the Partnerships Team at corporate meetings, stewarding events, industry networking sessions and cultivation opportunities.
- Help amplify PCR’s mission and vision, contributing to the wider strategy of positioning PCR as a compelling and values-aligned corporate partner.

## Skills and Competencies

**Our ideal candidate would have the following:**

**Essential criteria**

***Experience***

- Experience working in corporate fundraising, relationship development, partnerships or supporter engagement.
- Experience researching and assessing prospects and new business opportunities
- Demonstrated experience in building relationships internally and with external stakeholders, with the confidence to engage new prospects and nurture established contacts.
- Experience coordinating events, campaigns or employee fundraising activities (desirable).
- Experience supporting the development pitches, proposals or persuasive written materials.
- Experience working cross-functionally – ideally with fundraising, marketing, research and/or programme delivery teams.
- Confident using CRM systems and maintaining accurate, organised records of pipeline activity.
- Confident using Microsoft Office suite, in particular Word, PowerPoint, Excel.
- Willingness and ability to undertake UK travel for meetings, events and cultivation.

***Skills***

- Excellent verbal and written communication skills, able to build rapport quickly and adapt messaging for different stakeholders and audiences.
- Confident working independently, using initiative to research areas of work and proactively identify solutions.
- Strong organisational skills, with the ability to balance multiple priorities and deadlines.
- Creative problem-solver, able to identify opportunities and think strategically about partnership value.
- Strong team player with the ability to work collaboratively across departments.

***Behaviours***

- Purpose driven, enthusiastic and committed to delivering excellent experiences for corporate partners and supporters.

- Curious, proactive and solution-orientated, with the confidence to take initiative.
- Values-led and aligned with PCR's mission to improve outcomes for people with prostate cancer.
- Comfortable working in a fast-moving environment with shifting priorities and emerging opportunities.
- Able to work independently and as part of a team.
- Willingness to attend events that occasionally may be outside of typical working hours

**Other**

This role requires in-person meetings and attendance at our office in central London. Candidates must be willing to travel into London and attend regular meetings with internal and external stakeholders.

***Desirable criteria***

- Understanding of the challenges facing people affected by prostate cancer in the UK.
- Experience working for a small charity or public sector organisation, in particular health or life sciences.
- Ability to use AI tools such as CoPilot to support the initial stages of ideas or concept development.
- Experience supporting finance processes such as tracking and reporting income and raising invoices.
- Understanding of GDPR and UK fundraising regulations.
- Ability to identify and escalate risks, while proactively identifying opportunities for improvement.

## How To Apply

Please apply by submitting your CV and a short supporting statement (maximum 600 words) outlining why you would like the role and why you think you'd be a good fit, giving examples of previous experience.

There will be a two-stage interview process. The first interview will be online and expected to take place w/c 7th December, and the second will be in-person at our offices in London w/c 14th December 2026.

**For more information about the role, please contact careers@pcr.org.uk**

**For more information about our organisation and what we do, visit the Prostate Cancer Research website: Home - Prostate Cancer Research**
**The Prostate Progress webpage: Prostate Progress - Prostate Cancer Research**
**And the PCR online patient resource, The Infopool: Home | Infopool**

**PCR is an equal opportunity employer committed to diversity and inclusion. We welcome and encourage applications from all qualified individuals regardless of their race, gender, disability, religion/belief, sexual orientation, or age.**

**PCR are members of the Disability Confident Scheme and are Disability Confident Committed Employers. Find out more about Disability Confident at: www.gov.uk/disability-confident**