

Responsible to:	Chief Executive Officer
Responsible for:	External Partnerships, Advocacy & Influence, Communications, Marketing & Fundraising
Location:	Waterloo, London based with UK travel & remote working
Salary:	£62k-£66k per annum

Summary:

Keychange is a Christian Charity working in elderly social care and homeless communities. Keychange provides care, support, development, and well-being services across nine sites in England, consisting of seven residential Care Homes for older people and two Housing Communities for young people, with an additional housing site in development. Our office in London provides a support function of central services to our communities to enable them to operate at the most effective level with a focus on delivering quality care and support.

The Director of Strategic Partnerships reports to the CEO and is a part of the Senior Leadership Team (SLT) along with the Director of Finance, the Director of Operations and Facilities Business Manager. The SLT is responsible for the leadership, culture and oversight of Keychange in the Central Office and Community Sites.

Key focus of role:

- Driving external partnership growth
 - Instigating national and local partnerships
- Advocacy and influence
 - Understanding local and national government policy and targets
 - Understanding sector themes and trajectories
- Maximising current impact and opportunities and developing new sites
- Communications, Marketing, and Fundraising

Key Responsibilities:

- 1. Member of the Senior Leadership Team will provide leadership in areas of vision, values, culture and mission.**
 - Collaborate as part of SLT team in areas of strategy, finance, and key organisation decision-making.
 - Participate in the thought leadership of the organisation.
 - Develop a healthy and professional staff culture.
 - As a key leader, create and champion the desired organisational culture to community managers, central office staff and external stakeholders.
 - Engage with Keychange board on various topics. These include programme quality, impact & management, organisational impact and development, monitoring and evaluation, programme change etc.
- 2. External Partnerships – including identifying new sites and focus**
 - Map existing partnerships across the organisation on a local, regional and national basis.
 - Build networks of relevant contacts and stakeholders across the organisation.

- Collaborate with external partners to identify new opportunities and develop project plans for delivery, including new working at existing sites and potential for new sites.
- Lead on preparation of plans and bids with developers and local authorities.

3. Advocacy and influence

- Understand local and national government policy and targets and how this impacts care and housing delivery.
- Develop appreciation of likely developments within the social care sector and collaborate on strategy so that Keychange can best further models of care and deliver with a future-forward approach.
- Identify opportunities to contribute to local, regional and national conversations based on the experience of Keychange communities.
- Represent the organisation at relevant networking and conference opportunities within the sector.

4. Develop and oversee marketing, communications and fundraising

- Manage Marketing, Communications and Fundraising Officer to deliver comprehensive and effective communications plan, maximising opportunities for the organisation to provide care to vulnerable adults.
- Contribute to development of systems for better communications with donors and expansion of donor base.
- Manage future opportunities for grants fundraising, including identifying potential sources for income generation and contributing to bid writing process.

5. Establish and facilitate external relationships - Office teams and Communities'

- Support implementation of Fundraising channels including site-partnership, major donors, foundations etc. Play a key role in improving collaboration and communication between the Central Office and each Keychange site.
 - a. Communicating operational and project funding needs for country locations.
 - b. Providing information for proposals, newsletters, impact report etc.
- Create synergy and a strength of vision to establish clear fundraising foci as well as an efficient flow of information throughout the organisation.
- Build and strengthen collaboration with partner organisations and other NGOs to increase learning, impact and influence of Keychange beyond our own programmes.
- Lead the coordination of relationship building and bid activity with local authorities.
- Participate in times of organisational meetings, worship, and devotions for staff.
- Undertake any other additional reasonable responsibilities under the direction of the CEO.

Qualifications, Skills and Experience:

Essential:

- A practicing Christian with a depth of faith
- A high-performing individual that is an excellent networker that builds effective external working relationships
- Agrees with Keychange mission, vision, values and statement of faith
- A desire to make a positive difference and a knowledge of social care and homeless programmes
- Engaged in a local church community
- Able to be an engaging representative of Keychange in various spheres of influence and environments
- Strong leadership, problem-solving, interpersonal, and time-management skills
- Prior responsibility of managing organisational budgets of £1m+
- High standard of integrity with strong character
- Ability to provide leadership and support to staff from a range of backgrounds
- Excellent written and verbal communication skills
- Bachelor's degree in a relevant discipline
- Able to work as part of a team
- Excellent employment references including ability to pass a criminal background check
- Able to travel up to 60 days per year

Advantageous:

- Master's degree, preferably in a discipline relevant to this role
- Experience of working with central and/or local government in commissioning
- Prior experience working with non-profit organisations, particularly those involved in social care and/or homeless work
- Prior experience of a multi-site environment