



Marketing and Fundraising - Philanthropy, Corporate and Trusts

Job Title:	Head of Corporate Partnerships
Reporting to:	Group Head of Philanthropy, Corporate Partnerships and Trusts
Responsible for:	Deputy Head of Corporate Partnerships, Deputy Head of Corporate Development
Dogs Trust Grade:	C
Location:	London office

Job Purpose

The Head of Corporate Partnerships is responsible for working with corporations and other commercial organisations to secure financial support, sponsorships, and collaborative opportunities for Dogs Trust priorities. They will also lead a large corporate fundraising team to ensure that ambitious goals are met and that activities align with Dogs Trust mission and goals.

Overview of the Department/Team

As Head of Corporate Partnerships, you will be the charity's strategic lead for corporate relationships and will be critical in further developing the Corporate Partnerships Strategy for Dogs Trust. You will provide expert leadership in the development of our new-business strategy, as well as developing the strategy to retain and uplift existing corporate accounts. You will have an extensive and highly developed specialist knowledge in both new business and account management at a senior level and have extensive experience of leading teams to secure six and seven figure partnerships in a charity setting.

This role requires a self-motivated and high performing mindset, with flexibility and the appetite for maximising new opportunities. You will also have full responsibility for developing and implementing the international Corporate Partnerships strategy, leading on corporate partnerships to help support WVS and Mission Rabies.

You will oversee a diverse and talented team, sitting within the Philanthropy, Corporate Partnerships and Trusts (PCT) team, which altogether raises around £10m with ambitions to grow. You will serve on the PCT senior leadership team and work closely with the Heads of Philanthropy, Trusts, High Value Operations and Ambassador Relations.

A proven background in large scale corporate fundraising at a senior level is essential. In addition, you will have extensive knowledge and experience of managing significant budgets, be a proven strategic thinker with experience of developing and implementing strategy and you will have outstanding communication and leadership skills. Dogs Trust is a large and complex organisation, so your ability to achieve goals through relationship-building, influencing and partnerships across teams is key.

The scope, responsibilities, and priorities of this role are subject to change as the needs of the organisation evolve, requiring adaptability and a proactive approach to taking on new challenges and opportunities as they arise.

Key areas of accountability

Goals, strategy and planning: Develop and, following agreement with the Group Head, lead and inspire the team to implement a long-term strategy for targeting, engaging and maximising fundraising income from the corporate sector for Dogs Trust. Responsible for delivering agreed annual income and other targets through various works streams.

Relationship management: Personally manage Dogs Trust's most complex and valuable corporate partnerships and support team members to maintain and uplift these accounts. Build strong personal relationships with senior staff across all departments, existing partners, contractors, site staff, senior volunteers and the Corporate Development Board.

Team leadership: Develop and lead an ambitious Corporate Partnerships team, working closely with the Deputy Heads to identify, cultivate and secure results in a variety of corporate products, from COTYs to CRMs to multi-million pound, multi-year partnerships.

Brand management: Ensure that all activity supports and enhances the Dogs Trust brand and is consistent with the charity's values. Using appropriate systems and processes, rigorous contracting principles and due diligence procedures, make sure all corporate agreements protect Dogs Trusts and adhere to our values.

Financial and performance management: Working closely with the Group Head and the Finance team, create systems to report on primary and secondary performance targets across the Corporate Development and Corporate Partnerships Teams; monitor standard KPIs including (but not limited to) identifying and cultivating, income, future income, contact time with prospects, asking, reporting and stewarding. Maintain responsibility for setting and managing a significant budget with expenditure approval. corporate contracts.

General: Act as an ambassador for PCT externally and within the charity, building strong relationships to ensure that the team are supported fully within the charity. This includes representing the Corporate team on the PCT Senior Management Team and working collaboratively with the Deputy Director of PCT, Heads of other departments, Trustees, the CEO and Leadership Team and the Legal and Finance departments.

Any other reasonable duties.

Person Specification

Essential skills, qualifications, experience, and attributes

Proven track record in developing and leading a corporate partnerships function (new business and account management), with a track record of driving significant growth across a multi-million-pound portfolio of partnerships.

Significant experience managing a large and diverse team with ambitious targets, with the ability to inspire, lead, engage, develop a positive team culture, and evaluate performance.

Specialist knowledge and experience in securing and managing employee engagement, affinity, sponsorship, charity of the year, cause related marketing, payroll giving and licencing partnerships.

Proven strategic thinker with strong track record of strategy development and implementation.

Team player with excellent relationship management skills, and good at working in collaboration with multiple stakeholders.

Results orientated with a real drive and passion for delivering results in a growing business.

Diplomatic with high levels of emotional intelligence.

Desirable skills, qualifications, experience, and attributes

Educated to degree standard ideally with a relevant subject and/or equivalent experience.

Experience of developing and managing large budgets.

Good Microsoft Office skills and experience of working with databases (especially Salesforce).

Comfortable with a role that involves extensive travel (UK and overseas) and overnight stays.

Educated to degree standard ideally with a relevant subject and/or equivalent experience.

Experience within a fundraising team, either in a charity, educational institution, or NGO.

Sympathetic to the values and mission of Dogs Trust.

Additional information

The postholder will be required to travel regularly to sites across Dogs Trust and to visit organisations and attend events. This will likely require some evening working and occasional overnight stays (UK and overseas).

Last revised: August 2024



