



# PARTNERSHIPS DEVELOPMENT OFFICER





# JOIN THE TEAM!

Action Against Hunger is building a world where no one dies from hunger. Life-threatening hunger is predictable, preventable and treatable, so a world without it is possible.

We tackle it where it hits and lead research to stop it. We work relentlessly to save lives and to create a world free from hunger.

We stop life-threatening hunger in its tracks. By training parents and healthcare workers to spot the signs, we get life-saving care to people who need it. Our research drives forward understanding of how to predict, prevent and treat life-threatening hunger. With unbeatable knowledge and unstoppable determination, we're taking action against hunger

## WE HAVE THREE ORGANISATIONAL VALUES:

1. We work in partnership
2. We are trusted experts
3. We are unstoppable changemakers

If you want to be part of this mission and if you share our values, come and join us.

We welcome applications from all sections of the community and we encourage as broad a range of candidates as possible. If you need any additional support to help you through this process, please let us know by sending an email to [jobs@actionagainsthunger.org.uk](mailto:jobs@actionagainsthunger.org.uk)

## CHECK OUT OUR SOCIAL CHANNELS:



AAH\_UK



Action Against Hunger UK



[actionagainsthungeruk](https://www.instagram.com/actionagainsthungeruk)



Action Against Hunger UK



[actionagainsthunger.org.uk](https://www.actionagainsthunger.org.uk)



## ROLE DETAILS

Job title:	Partnerships Development Officer
Grade:	6
Department:	Fundraising and Communications
Reports to:	Senior Partnerships Development Manager
Job location:	London (UK Office) with ability to work up to 3 days at home per week,
Duration:	Permanent
Hours:	37.5 per week
Salary band:	£32,538.97 - £34,435.56

## JOB PURPOSE

The Partnerships Development Officer is a key member of the Partnerships team in the Fundraising & Communications Department.

This is a great time to join our team as we focus on growing and diversifying our partnerships portfolio. We have a huge range of projects and opportunities with which to engage new partners, both in the UK and internationally, and as Partnerships Development Officer you will have the chance to create exciting and compelling propositions and pitch them to new audiences.

Working with the Senior Partnership Development Manager, you will support the implementation of the new business strategy. Together, you will help the team win larger, strategic, and transformational partnerships as well as managing your own pipeline. You'll have the chance to bring your creativity to the table with team brainstorming, concept development and new products.

We are a close-knit team sharing the same common goal: to form multi-year, mutually beneficial partnerships aligned with Action Against Hunger's goal to end life-threatening hunger. We are innovative, creative, and we take great ownership and pride in leading on projects and delivering positive solutions for the communities we support around the world.

You'll also have the opportunity to work closely with the Disasters Emergency Committee (DEC); and our counterparts in the Action Against Hunger global network.

# KEY DUTIES AND RESPONSIBILITIES

## **Support with securing new high-value partners:**

- Support the Senior Partnerships Development Manager in developing and implementing Action Against Hunger's new business strategy, with a focus on securing long-term, multi-faceted partnerships
- Build a high value pipeline of dynamic prospects and manage the progression of opportunities, accurately capturing data on Raisers Edge
- Develop sector strategies, keeping fully abreast of trends and developments in target industries
- Reach your personal financial targets in year, with support from the Senior Partnerships Development Manager
- Secure meetings with leading brands through appropriate and proactive prospecting methods
- Lead on approaches to prospective partners, creating and delivering high quality, innovative and engaging proposals/pitches, ensuring a tailored approach to all
- A willingness to step up and take on cause-related marketing management, as well as providing the team with administrative support

## **Be an ambassador for the partnerships team:**

- Collaborate with teams from across Action Against Hunger UK, within the UK and globally, to gather compelling programmatic content for proposals and exciting marketing campaigns with stories to share
- Ensure a smooth transition of corporate relationships across the Accounts team
- Provide regular and quality financial data including KPI reporting, aligned with Action Against Hunger's new business budget, working towards ambitious targets
- A willingness to work flexibly and attend events outside of core hours/weekends
- You may be expected to undertake other duties that are commensurate with this role/grade

## **Work with the Actional Against Hunger international network and the DEC:**

- Establish collaborative and productive working relationships with counterparts in our international network to share best practice, develop the global pipeline and ensure team protocols are adhered to.
- Play a key role in the launch of Disasters Emergency Committee (DEC) Appeals, by working in collaboration with fundraising colleagues to reach out to potential corporate supporters using content produced by our comms colleagues.

The above list of key duties is not exclusive or exhaustive and the post holder will be required to undertake such tasks as may reasonably be expected within the scope and grading of the post.

The job may involve international travel, in line with our International Environmental Framework. And finally, you'll need to adhere to our Code of Conduct and organisational policies and protocols.

# PERSON SPECIFICATION

## ESSENTIAL

- Ambition to work within the third sector, specifically Corporate Partnerships
- Proven experience of exceeding targets
- Demonstrable ability to understand trends, through analysis and respond to create new opportunities and synergies with prospects
- Experience of pitching to, and negotiating with, high level decision makers
- Experience of being an external ambassador for an organisation and presenting to different audiences including large groups of staff or customers
- Experience in communicating (both verbally and in writing) complex technical information into easily accessible material for supporters / lay audiences
- Experience of writing high quality, tailored presentations and proposals for a corporate audience
- Committed to equality, diversity and inclusion

## DESIRABLE

- Experience of winning new business or securing sales, or understanding of the sales process
- Experience with market insight and prospect research tools such as Pearlfinders
- Experience and knowledge of Raiser's Edge as a prospect and acquisition tool
- Broad understanding of how to use LinkedIn in the sales environment
- Good understanding and interest in the humanitarian and development sectors and international affairs
- Experience of liaising and working with stakeholders in an international network or federation, or with other international offices or organisations.

# THE BENEFITS

You're likely to be joining us because you're as passionate about the cause as we are. But since you're here, here are some more great reasons to work with us:

- we're all about work-life balance and are flexible so you can manage work around your needs
- we'll enrol you in our pension scheme, contribute 6% to it every month and give you free Group Life Cover, if you put in at least 4%
- interest-free season ticket and personal loans (subject to eligibility)
- payroll giving scheme
- ride-to-work scheme
- private medical insurance
- free health cashback scheme, including dentist and optician appointments
- discounted gym and health club membership
- online shopping discount scheme
- annual staff recognition awards with gift voucher prizes
- employee advice line – free confidential access to financial and legal advisors
- telephone and online counselling sessions
- organisational sick pay – starting at four weeks full pay plus two weeks half pay, increasing with service
- 25 days holiday plus eight bank holidays, increasing with service after two years. You can also buy up to five extra days of annual leave each year
- enhanced maternity and paternity pay
- up to five days paid carers' leave
- up to 24 hours paid leave per year for employer-supported volunteering
- we operate an incremental pay structure. It's our policy to offer successful candidates the bottom of the advertised range. But if a candidate can demonstrate their current or most recent salary is higher, we'll increase our offer within the advertised range.



**“MUNIRA WAS VERY  
SICK. BUT NOW, I AM  
SO HAPPY, SHE RUNS  
AROUND AND PLAYS.**

**“ACTION AGAINST  
HUNGER HAS  
HELPED US  
A LOT.”**

- Medina, Somalia

