

# WHAT'S THE ROLE?

## PARTNERSHIP DEVELOPMENT MANAGER – ACCOUNT DEVELOPMENT

The Partnership Development Manager will be responsible for the stewardship, growth and strategic development of a portfolio of high-profile and major partnerships, transforming existing relationships into long-term, multi-year, strategic collaborations.

Sitting within the Account Development function, this role moves beyond solely delivery-focused account management to proactively unlock new value from established partners. The postholder will identify opportunities for partner extensions, expansions and upsell growth, deepen senior-level relationships and leverage partner networks to support both account and new business growth.

This is a hands-on, manager-level role suited to an experienced partnerships professional with a strong track record of managing complex, high-value relationships and delivering sustained financial growth.

## IN THIS ROLE YOU'LL...

### Strategic Account Management and Development

- Successfully manage and deliver best-in class campaigns and partnerships across a portfolio of high value corporate and brand partners.
- Ensure partner and key stakeholder needs are met and exceeded in managing and developing our existing partnerships.
- Own and deliver the Account Development strategy for a portfolio of high-value partnerships, including 6–8 figure relationships and meet individual income generation targets.
- Develop and deliver multi-year partnership plans with clear financial, brand and impact objectives.
- Identify and secure growth through:
  - Partner extensions
  - Partner expansions
  - Upsell opportunities
- Move partnerships from transactional or campaign-led relationships to strategic, long-term collaborations.

### Relationship Management and Network Development

- Build and maintain strong, senior-level relationships within partner organisations.
- Map partner structures, stakeholders and decision-makers to identify new entry points and growth opportunities.
- Identify opportunities to access new budgets, departments or funding streams within partner organisations.
- Leverage partner networks to generate introductions and opportunities that support wider Partnerships Team objectives, including new business.

### **Cross-Functional and Internal Alignment**

- Ensure partnerships are aligned with internal stakeholders including Comms, Black Heath Equity (BHE), HSEI, Research and other relevant teams.
- Lead internal planning and coordination to deliver integrated, high-quality partnership activity.
- Ensure partnership activity meets internal KPIs, governance and compliance requirements.
- Act as a strong internal advocate for partners while balancing organisational priorities and risk.

### **Performance, Insight and Continuous Improvement**

- Deliver against agreed financial and non-financial KPIs, including growth targets and internal alignment measures.
- Use insight, data and evaluation to inform partnership planning and decision-making.
- Ensure accurate forecasting, reporting and CRM usage in line with Partnerships Team standards.
- Contribute to the development of Account Development processes and best practice.

### **Collaboration and Leadership**

- Work closely with the Senior Partnerships Development Manager to support overall Account Development strategy.
- Collaborate with Business Development colleagues to support seamless transition of new partners into Account Development.
- Contribute to a proactive, solution-focused and collaborative team culture.
- Support and mentor colleagues as required, with potential for future line management responsibility.
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### **Success Measures**

The role will be measured against:

- Successful delivery, relationship management and campaign execution of key partnerships
- Financial growth delivered through partner extensions, expansions and upsell
- Progression of partnerships to multi-year, strategic status
- Quality and volume of network introductions generated
- Strength of internal alignment, including delivery against Comms, BHE and HSEI KPIs
- Accuracy of forecasting, reporting and CRM usage

### **AS A MEMBER OF PROSTATE CANCER UK'S MANAGEMENT YOU'LL...**

- Role model and promote our behaviours in line with the code of conduct
- Act as an ambassador for the charity at all times
- Be an active and dedicated member of the Partnership Team's management team, supporting Heads of teams and collaborating across the department and with the wider organisation
- Establish a culture of continuous improvement and evidence-based communications delivery
- Actively promotes our commitment to equity, diversity, inclusion and allyship

## WHO YOU ARE...

### Essential

- Proven track record of delivering best-in-class campaigns, partnerships and sustained income growth from existing partners.
- Significant account management experience, developing major partnerships (6–8 figure) within the charity sector or a comparable commercial environment.
- Strong strategic thinking with the ability to identify and unlock new opportunities.
- Excellent stakeholder management skills, with confidence engaging senior decision-makers.
- Commercially astute, with strong negotiation and influencing skills.
- Highly organised, proactive and outcome-focused.

### Desirable

- Experience managing complex, multi-year or transformational 7-8 figure partnerships within the commercial sector, agencies or charity sector.
- Understanding of brand, ESG or impact-led partnership models.

# YOUR ROLE: THE NUTS AND BOLTS

**Your line manager:** Senior Partnership Development Manager

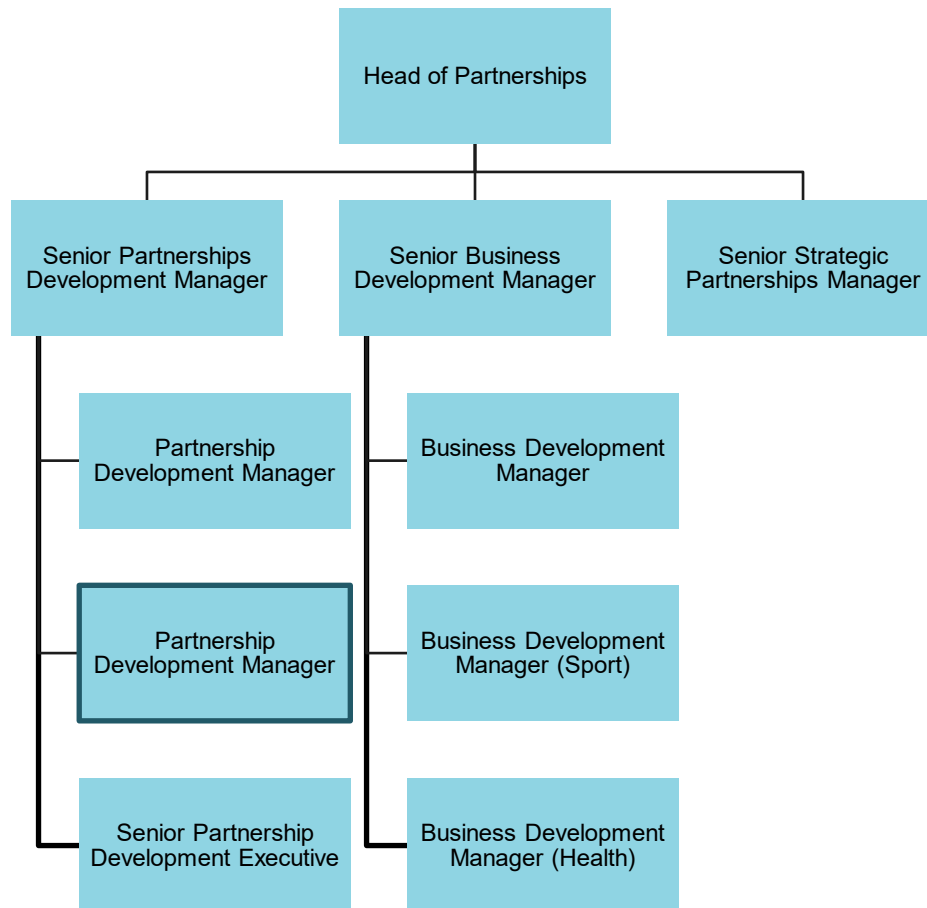
**Job level:** 4

**Contract:** Permanent

**Hours:** Full time 37.5 hours per week. We're happy to consider requests for flexible and part-time working on hiring.

**Location:** Hybrid working – a combination of remote and in-person working at our London Bridge office. You'd need to be in the office at least 4 days a month and we may need you to come in for specific meetings.

## WHERE DOES MY ROLE FIT IN THE ORGANISATION?

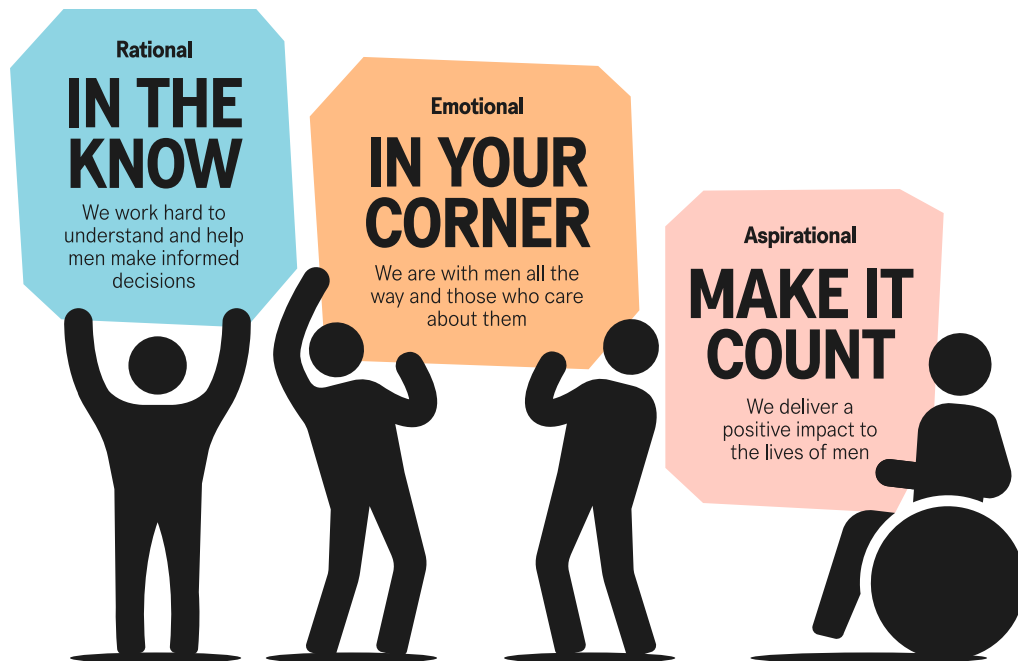


# OUR CULTURE

## VALUES AND BEHAVIOURS

Our values and behaviours help us make decisions, work together and guide the sorts of conversations we have on a day-to-day basis. They underpin our brand identity and give us a shared understanding of who we are and how we work together to create positive change, every day.

## OUR VALUES



## OUR BEHAVIOURS

RATIONAL	EMOTIONAL	ASPIRATIONAL
<b>GENEROUS WITH KNOWLEDGE</b> Switched on and well-connected, we share our expertise and make informed decisions.	<b>GOT YOUR BACK</b> Unembarrassed and reassuring, we listen, understand and stand up for those in need.	<b>DO WHAT MATTERS</b> Impossible to ignore, we focus on what matters to drive results and maximise our impact.
<b>NATURALLY CURIOUS</b> Constantly learning and hungry for knowledge, we challenge and push for answers.	<b>OPEN TO ALL</b> Inclusive and open-minded, we recognise everyone is unique and embrace different perspectives.	<b>NEVER SETTLE</b> Fired up and determined to make a difference in everything we do – and driven to give our best.