



Job Title:	Partnerships Manager (Fundraising New Business)
Department:	Fundraising
Location:	Aylesford, Kent
Reporting To:	Head of Corporate Fundraising

Main Purpose of the Role

This is an exciting opportunity and a key role in a fundraising team driven to raise as much money as possible to support our veterans, now and in the future.

You will be responsible for growing our portfolio of high-value, workplace fundraising partners which will play a vital role in our long-term partnership's strategy. Using The Great Tommy Sleep Out and other RBVE driven events to engage, you will develop and implement an acquisition strategy and a robust pipeline of high value workplace or impact prospects.

You will work collaboratively with the Great Tommy Sleep Out Team, as well as the Community and Corporate teams to ensure as many workplaces can support RBVE by taking part or having the opportunity to sponsor the events.

You will then identify and introduce key supporters to the Corporate Team for further development.

Overview of the Role and Team

This is brand new and exciting full-time role is based within the Unrestricted Income Fundraising Team and will report to the Head of Corporate Fundraising.

This role has been generated primarily to increase substantial workplace support of The Great Tommy Sleep out Campaign (Our Flagship fundraiser). This Campaign has grown substantially in 6 years but has the ability to generate more corporate engagement and financial support. It will then be essential for the role to generate introductions to the wider fundraising team for long-term partnership opportunity.

It is an amazing role for the right-results driven candidate to really make this their own r and an opportunity to deliver ambitious but achievable targets offering the opportunity to workplaces to take part in a fantastic campaign supporting our veterans.

You will be expected to attend key events to ensure your contacts are developed in the right way.

It will involve travel for face-to-face meetings as well as working evening and weekends when necessary and for this time of in LIEU will be granted.

Your Key Responsibilities

- In collaboration with both the Director of Fundraising and the Head of Corporate deliver a robust strategy to engage workplaces to engage with The Great Tommy Sleep Out Campaign and other events.
- Achieve annual revenue targets set
- Deliver regular data, insights and evaluation to inform the Head of Corporate and Director of Fundraising on progress and performance
- Record all points of contact, information and interactions with prospects in the CRM(Raisers Edge)
- Work collaboratively with the wider fundraising team
- Work with the Head of Corporate and the wider Corporate fundraising team to create a pipeline of high value prospects to ensure annual and long-term fundraising success
- Develop and manage a stewardship plan of prospects with the goal of securing high-value partnerships
- Secure high-value partnerships to meet annual income targets, and other organisational targets in line with the unrestricted income financial targets.
- Develop excellent tailored pitch proposals for commercial, philanthropic and/or employee engagement propositions
- Prepare contracts as necessary, working closely with the event leads and RBVE compliance and ensure that these are fully adhered to
- Actively raise the profile of RBVE and the Great Tommy sleep Out, through a year-round calendar of activity including networking, conferences, webinars and F2F events
- Work closely with corporate colleagues to ensure a smooth handover process to set partnerships up for success

Working Location

Aylesford, Kent with travel

General Responsibilities

- Embrace and live the RBVE values – Integrity, Motivated, People First, Accountable, Community and Teamwork = IMPACT
- Comply with all Health & Safety requirements, including carrying out risk assessments
- Adhere to all RBVE policies and procedures
- Undertake any relevant training and development required for the role
- Undertake any other duties as directed by your Line Manager that reasonably falls within the scope of the role

Person Specification

	Essential	Desirable
Qualifications and knowledge	<ul style="list-style-type: none"> • Good standard of English and Maths minimum 	
Skills and Experience	<ul style="list-style-type: none"> • Minimum 3 years' experience in Corporate Partnerships or New Business roles securing high-value 5 or 6 figure partnerships. 	<ul style="list-style-type: none"> • Experience working within a charity, not-for-profit or social impact organisation securing corporate partnerships.

	<ul style="list-style-type: none"> • Proven track record of developing corporate acquisition strategies that deliver new high-value partnerships. • Ability to demonstrate start to finish partnership development capability, from prospect identification and pipeline build through to close, contract and handover. • Experience building and managing a robust pipeline of high-value prospects, including disciplined CRM management • Evidence of consistently meeting or exceeding new business revenue targets aligned to an organisational financial strategy. • Ability to design and deliver tailored partnership propositions across commercial, philanthropic and employee engagement models. • Experience preparing and managing partnership contracts in collaboration with legal teams, ensuring compliance and delivery against agreed terms. • Strong commercial and market awareness, with experience leveraging CSR and workplace wellbeing trends to shape partnership opportunities. 	
<p>Personal Attributes</p>	<ul style="list-style-type: none"> • Motivated, proactive, and solution-focused, with a positive can-do attitude. • Highly organised, with strong attention to detail and the ability to manage competing priorities. • Calm, resilient, and methodical, with the ability to perform well under pressure. 	

	<ul style="list-style-type: none"> • Takes ownership and accountability for decisions and outcomes. • Confident in making decisions, empowering others, and handling difficult conversations when needed. • Driven to achieve results with a strong focus on productivity and continuous improvement. • Excellent interpersonal skills and the ability to build positive working relationships. • Highly organised • Flexible approach including occasional evening and weekend work • Full driving Licence 	
<p>Note: This job role requires a completed DBS check before the candidate starts. The level of check required for this role is BASIC</p>		

Note: This job description is a general guide to the above role and is not indicative of all the activities and functions of the jobholder which may vary from time to time according to the needs of the business and as instructed by the nominated Line Manager.