



Job Description: Partnerships Manager

About The Connection at St Martin's

When you work for The Connection, you're part of a life-changing team. It can be a long journey out of homelessness, and it's not an easy path. We get to know every individual, so our approach can be tailored to what they need. We don't do one size fits all, and we don't give up when things get tough.

Working here means being open-minded, resilient and pragmatic. It means being willing to go the extra mile and stick with people through thick and thin. It means being part of a team who really care about the individuals we support, and who are creative about finding better ways to help them.

Together with our donors, volunteers and partners, we are a supportive and vibrant community who are determined to make a real difference. We believe that no one should be homeless, and that everyone should get the support they need to find a place to call home.

Join The Connection and be part of our dynamic and supportive team.

About the role

The Corporate Partnerships Manager sits within an ambitious and forward-thinking Fundraising & Communications team at an exciting point of growth, as we develop. This is a pivotal role for someone who is motivated not only by stewarding and deepening existing partnerships, but by actively driving new business and unlocking fresh opportunities for impact.

Based in Westminster, at the heart of power and industry, we are uniquely positioned to connect with businesses and organisations whose employees encounter the reality of homelessness every day—on their commute, on their lunch break, and on the streets around them. This role offers a powerful opportunity to inspire those organisations to take action, providing meaningful ways for them to respond to an issue that is visible on all our doorsteps.

We are looking for a dynamic and strategic relationship-builder who can both nurture a strong portfolio of current corporate supporters and proactively identify, secure, and grow new partnerships aligned with our mission. The successful candidate will play a central role in shaping and expanding our Corporate Partnerships function, with significant scope to influence direction, test new ideas, and deliver meaningful income growth.

This role will suit someone ambitious, creative, and results-driven—someone who thrives on developing compelling propositions, spotting opportunities, and turning them into long-term, high-value partnerships. You will bring a strong track record in corporate fundraising or partnerships, alongside a solutions-focused mindset and the confidence to translate sector best practice into tangible results. And you'll be passionate about creating partnerships that deliver real social impact.

JOB DESCRIPTION	
TITLE OF POST:	Partnerships Manager
Responsible to:	Head of Fundraising Development
Responsible for:	Line Management of the Partnerships Officer
Job Purpose:	<ul style="list-style-type: none"> • Lead the development and delivery of an ambitious yet achievable Corporate Partnerships strategy, with a clear focus on sustainable income growth and long-term impact. • Proactively drive new business, identifying, cultivating, and securing high-value, multi-year corporate partnerships, while providing exceptional stewardship to an existing portfolio of partners to maximise engagement and value. • Manage and develop a high-performing Corporate Partnerships Officer, providing clear direction, support, and opportunities for growth to ensure excellence across the function. • Build and strengthen our profile as a compelling and trusted charity partner, developing a distinctive partnerships proposition that brings our impact to life and resonates with corporate audiences. • Ensure all corporate partnership and volunteering activity is delivered in line with relevant regulation, guidance, and sector best practice. • Contribute collaboratively to the wider Fundraising & Communications team, supporting cross-team initiatives and helping to deliver shared strategic objectives.
Salary and Scale:	Scale Points 29-35, £44,181 - £50,461
Contract:	Full time, Permanent (location – London office/hybrid)

Main Tasks

1) **Lead the development and delivery of an ambitious yet achievable Corporate Partnerships strategy, with a clear focus on sustainable income growth and long-term impact.**

- Assess the current corporate partnerships portfolio, identifying opportunities for growth, diversification, and increased value.
- Set clear, income-focused targets and develop a robust pipeline of prospective partners, with a particular focus on high-value, multi-year opportunities.
- Research and prioritise sectors and organisations aligned with our mission, with a focus on those connected to Westminster and the communities we serve.
- Develop compelling partnership propositions and packages that align corporate objectives with our strategic priorities and impact.
- Establish and track key performance indicators (KPIs) to monitor progress, measure success, and inform ongoing strategic decisions.
- Regularly review and refine the strategy in response to performance, sector trends, and emerging opportunities.

- Work collaboratively across teams to ensure corporate partnerships are integrated into wider organisational plans, campaigns, and communications.
 - Represent the organisation externally, building networks and raising our profile to support partnership growth.
- 2) Proactively drive new business, identifying, cultivating, and securing high-value, multi-year corporate partnerships, while providing exceptional stewardship to an existing portfolio of partners to maximise engagement and value.**
- Develop and maintain a strong pipeline of prospective corporate partners, using research, networking, and insight to identify high-potential opportunities.
 - Lead on all stages of the new business cycle, from prospecting and outreach through to proposal development, negotiation, and securing partnerships.
 - Create tailored, compelling proposals that align corporate objectives with our mission and impact.
 - Build and maintain senior-level relationships with corporate stakeholders to secure long-term, strategic partnerships.
 - Deliver excellent account management to existing partners, ensuring strong engagement, retention, and growth of income over time.
 - Identify opportunities to deepen partnerships through employee engagement, volunteering, events, and wider collaboration.
- 3) Manage and develop a high-performing Corporate Partnerships Officer, providing clear direction, support, and opportunities for growth to ensure excellence across the function.**
- Provide day-to-day line management, including setting objectives, monitoring performance, and conducting regular one-to-ones.
 - Support professional development through coaching, mentoring, and identifying learning opportunities.
 - Delegate effectively to maximise team capacity while ensuring high-quality delivery across all partnerships activity.
 - Foster a collaborative, motivated, and high-performing team culture.
 - Ensure clear planning and prioritisation of workloads in line with strategic objectives.
- 4) Build and strengthen our profile as a compelling and trusted charity partner, developing a distinctive partnerships proposition that brings our impact to life and resonates with corporate audiences.**
- Develop a clear and compelling corporate partnerships case for support, aligned with organisational priorities and impact.
 - Work closely with communications colleagues to create high-quality, engaging materials and content for corporate audiences.
 - Identify and pursue opportunities to raise the organisation's profile within the corporate sector, including events, networking, and thought leadership.
 - Ensure our impact is communicated effectively, using data, stories, and insight to demonstrate value to partners.
 - Further develop and refine a distinctive, high-quality corporate volunteering offer, creating meaningful opportunities for companies to engage directly with our work and the communities we support.

- Continuously refine our overall partnerships offer to remain competitive, relevant, and appealing within the corporate fundraising landscape.
- 5) Ensure all corporate partnership and volunteering activity is delivered in line with relevant regulation, guidance, and sector best practice.**
- Maintain up-to-date knowledge of relevant fundraising regulations, compliance requirements, and ethical standards.
 - Ensure all partnerships and activities adhere to organisational policies and legal requirements.
 - Undertake appropriate due diligence on prospective partners to manage risk and protect organisational reputation.
 - Embed best practice in corporate fundraising and volunteering across all activity.
 - Monitor and review processes to ensure compliance and continuous improvement.
- 6) Contribute collaboratively to the wider Fundraising & Communications team, supporting cross-team initiatives and helping to deliver shared strategic objectives.**
- Work closely with colleagues across fundraising and communications to align corporate partnerships with wider campaigns and priorities.
 - Contribute to integrated planning and delivery of organisational initiatives and appeals.
 - Share insight and learning to inform broader fundraising strategy and performance.
 - Support a positive, collaborative team culture and contribute to team-wide objectives.
 - Represent corporate partnerships internally, ensuring visibility and understanding across the organisation.

Person Specification

This person specification sets out the essential experience and abilities needed by the successful candidate for this post. Please bear these points in mind when completing your application form, as these requirements will be taken into account at both the shortlisting and interviewing stages.

1. Knowledge and Experience
A strong and demonstrable track record of securing, developing, and managing high-value corporate partnerships (typically £50,000+), with clear evidence of income growth and long-term relationship building.
Significant experience in building and managing tailored, strategic relationships with corporate partners and/or high-value supporters, delivering mutual value and sustained engagement.
Proven experience of developing and delivering ambitious plans or strategies, with the ability to translate vision into measurable results.
A strong understanding of corporate fundraising mechanisms, including Charity of the Year (COTY), commercial partnerships, and cause-related marketing (CRM), with experience of delivering successful campaigns.
Experience of writing, designing, and presenting compelling cases for support and partnership propositions that secure buy-in from senior stakeholders.
Experience of generating significant income (c. £100,000+ annually) through employee engagement activities such as fundraising, volunteering, and events.

Experience of developing and/or delivering corporate volunteering programmes, with an understanding of associated health & safety and operational requirements.
An understanding of homelessness and the wider context in which homelessness services operate, or a strong willingness to quickly build this knowledge.
Experience of line management and developing others (desirable).
Proven ability to work creatively and proactively, generating ideas and driving projects forward independently.
2. Abilities and Skills
A proactive, growth-oriented mindset, with the ability to identify and seize new business opportunities while maximising the value of existing partnerships.
Excellent written and verbal communication skills, with the ability to craft persuasive messaging and adapt style for a range of audiences.
Strong presentation skills, with confidence in influencing and engaging senior stakeholders and large audiences.
A creative and solutions-focused approach, with the ability to develop innovative partnership ideas and overcome challenges.
Strong relationship management skills, with the ability to work collaboratively and constructively with a wide range of partners and stakeholders.
Sound judgement and the ability to identify, assess, and mitigate risks associated with corporate partnerships and volunteering activity.
Highly organised, with the ability to manage competing priorities, work independently, and deliver to a high standard.
A flexible and adaptable approach, with the ability to respond positively in a changing environment.
A commitment to working within organisational systems, policies, and procedures.
A willingness to work occasional evenings or weekends as required.