

Job Description: Corporate Partnerships Manager

About The Connection

When you work for The Connection, you're part of a life-changing team. We help people sleeping rough in the heart of London. It can be a long journey off the streets, 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 have to sleep rough on London's streets, and that everyone should get the support they need to find a place to call home.

About the Role

The Corporate Partnerships Manager is part of an ambitious and forward-thinking Fundraising & Communications team, which is in the process of going through a period of growth as part of the implementation of a five-year strategy. We are looking for someone who can lead on our existing relationships as well as develop new, strategic partnerships. The successful candidate will play a major role in shaping and developing our Corporate Partnerships remit. We encourage candidates who relish creative strategic planning.

This role requires someone with a strong track record in Corporate Partnerships, with a solutions-focused mind-set. They will need experience in translating sector best practice into action and be excited at the prospect of innovating and pursuing new, forward thinking Corporate Partnership opportunities for the organisation.

Responsible to:	Line Manager: Director of Fundraising & Communications
Responsible for:	Corporate Partnerships officer, volunteers as agreed with the Director of Fundraising and Communications
Job Purpose:	<ul style="list-style-type: none"> • Lead, develop and implement the Corporate Partnerships strategy, raising at least £1m in 24/25 and grow Corporate partnerships by 5% each year • Successfully account manage our current corporate partners and secure new partners, focusing on large scale multiyear partnerships • Provide the highest standard of line management to the corporate partnerships officer • Develop a strong brand and identity as a charity partner, highlighting our impact and the people we support in order to attract companies to us • Ensure compliance with regulation and best practice standards in the fields of Corporate Fundraising and volunteering • Work in support of the wider Fundraising & Communications Team as required
Salary	£41,409-£47,504 Scale Points 29-35
Contract:	Full Time, Permanent

Responsibilities

1. Lead, develop and implement the Corporate Partnerships strategy, raising at least £1m in 24/25 and grow corporate partnerships by 5% each year. Successfully account manage our current corporate partners and secure new partners, focusing on large scale multiyear partnerships:
 - Maintain a live pipeline of prospects researching new funders and revisiting lapsed donors
 - Develop and account manage new prospects, identifying and responding to leads and working closely with colleagues across the organisation, to meet income targets.
 - Oversee and develop a high value collective of local businesses supporting a much-needed homeless support provision for the Borough of Westminster.
 - Develop existing relationships to increase their value, both financially and by contributing towards The Connection at St Martin's objectives more widely, by providing excellent stewardship.
 - Develop and implement annual action plans to take the Corporate Fundraising work of the organisation forwards.
2. Line manage the corporate partnerships officer, providing regular supervision, strategic direction and ongoing personal development
3. Develop a strong brand and identity as a charity partner, highlighting The Connection's impact and the people we support in order to attract new companies to The Connection:
 - Ensure the people we work with are at the heart of our communications.
 - Work with the Social Media coordinator to deliver a clear social media and communications plan for corporate partners.
 - Maximise the use of Raisers Edge as a CMS.
 - Support the development of The Connection's Volunteering Strategy and support the Stewardship Assistant and Events and Community Manager to implement a new corporate volunteering programme.
4. Ensure compliance with regulation and best practice standards in the fields of Corporate Fundraising and volunteering:
 - Adhere to the Fundraising Regulator's Code of Fundraising Practice, Charity Law, Health & Safety Law, the General Data Protection Act, NCVO guidance and other relevant legislative requirements.
 - Maintain an up to date knowledge of any changes in law or best practice guidance which affect Corporate fundraising & volunteering, updating our policies and procedures accordingly.
5. Work in support of the wider Fundraising & Communications Team as required:
 - Act as a supportive and collaborative colleague, working in conjunction with others as and when necessary, providing occasional capacity to other areas in moments of pressure.
 - Attend 1:1 meetings, team meetings and other meetings as required
 - Incorporate organisational values, such as collaborative and inclusive, into all areas of work. This includes but is not limited to the co-production of activities with clients wherever practicable
 - Undertake any other duties that may be reasonably required

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

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.

Knowledge and Experience
A successful track record in initiating, developing and managing a variety of Corporate Partnerships of at least £50,000 value each.
Very strong experience in building individually tailored fundraising relationships with individuals and companies.
Understanding of the issues surrounding homelessness and homelessness services.
Line management experience (desirable).
Experience of developing and implementing ambitious action plans.
A strong understanding of Corporate Fundraising mechanisms, including COTY and CRM partnerships.
Experience and understanding of volunteer management, and accompanying H&S requirements.
Experience of writing, designing and presenting compelling cases for fundraising support.
Experience of raising in excess of £100,000 a year through engaging employees in staff fundraising, volunteering, events and community fundraising activities.
Skills and Attributes
The ability to identify and mitigate risks associated with Corporate Partnerships and volunteer management.
Very strong written and verbal communication skills, including the ability to communicate with a range of audiences and to present information in an engaging way.
Very strong presentation skills, and confidence in speaking in front of large audiences.
A solutions-focused outlook.
The ability to work pragmatically and constructively with partner organisations.
The ability to work independently using own initiative, taking responsibility for own performance standards and working requirements.
The ability to manage time and prioritise workload effectively.
The ability and willingness to work flexible hours on occasion.
The ability to participate in CSTM's common systems, policies, procedures and written materials.
The ability to demonstrate imagination, initiative and flexibility in problem solving in an environment of change.