



Partnerships Manager



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

CHECK OUT OUR SOCIAL CHANNELS:



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 Manager
Grade:	PO1
Department:	Fundraising and Communications
Reports to:	Senior Partnerships Manager
Job location:	London E14 - Office based Tues & Thurs, with option for homeworking for remaining 60%
Duration:	Permanent
Hours:	37.5 per week
Salary band:	£41,783 - £44,683 per annum

JOB PURPOSE

This role sits within Action Against Hunger UK's Corporate Partnerships team, reporting to the Senior Partnerships Manager.

We are looking for an experienced Corporate Partnerships Manager to lead on the growth and delivery of a suite of global and national partnerships worth c£400,000 per year.

You will have a proven track record of growing corporate income, with expertise in leading the management of both commercial and strategic partnerships. You will also be comfortable and confident building relationships with senior management and influencing to ensure partnership success and alignment with Action Against Hunger's ambitions. The successful candidate will be an excellent relationship manager, possessing creativity, drive and ambition.

This is an important role in the Fundraising and Communications department, which has big ambitions to grow income in support of Action Against Hunger's work. Corporate partnerships are key to our current and future success, and we seek a passionate, energetic and openminded colleague to manage some of our key accounts and contribute towards the fight against life-threatening hunger.

You'll also have the opportunity to work with the Disasters Emergency Committee (DEC) and a number of our colleagues in the Action Against Hunger global network.

KEY DUTIES AND RESPONSIBILITIES

Partnership Delivery and Relationship Management

- Manage a portfolio of high-value corporate partnerships, creating and executing multi-year engagement plans and stewardship activities to maximise in-year and long-term growth and income.
- Establish and nurture relationships with in-country colleagues to ensure contract compliance, manage restricted funding, oversee expenditures, and ensure timely and accurate reporting.
- Set, monitor, evaluate and report on progress against partnership KPIs, targets, activities and budgets.

Management of our UK Programme Grants

- Manage the day-to-day delivery of Action Against Hunger's UK Programmes, acting as the key contact for programme partners and overseeing corporate volunteering, grant agreements, monitoring and reporting requirements.
- Support the Head of Partnerships with the strategic direction and development of the UK Programmes, including budget management, forecasting and ensuring activity is aligned with agreed priorities and outcomes.

Stakeholder Engagement

- Drive and increase engagement with senior C-Suite stakeholders, key influencers, and decision-makers to optimise partnership outcomes.
- Represent Action Against Hunger at partner meetings, events and conferences, delivering sector-leading presentations as needed.
- Collaborate with the communications team to develop and implement strategies to promote and maximise partnership visibility, as well as communications to maximise partnership awareness and drive engagement.

Financial, Compliance and Operational Duties

- Provide regular financial commentary on managed partner income, tracking and monitoring KPIs.
- Ensure compliance with sector legislation and best practices related to commercial participatory agreements, VAT applications and donation deeds.

Strategic Planning

- Remain engaged with strategic developments within the sector and Action Against Hunger to proactively identify and pitch new ideas and innovations to enhance partnerships.

Work with the Action Against Hunger international network and the DEC

- Establish collaborative and productive working relationships with colleagues in our international network to ensure successful partnership delivery.
- Be an active member in the network's global account management group, apply best practices in global account management and comply with regional regulations.
- Support the launch of Disasters Emergency Committee (DEC) Appeals by promoting them to our current partners to drive donations.

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

EXPERIENCE REQUIRED

ESSENTIAL

- Experience of developing and growing high-value, long-term fundraising partnerships, including strategic partnerships and cause related marketing campaigns
- Experience of pitching to, negotiating with and nurturing relationships with corporate partners, including senior decision makers
- Knowledge of legal requirements related to trading activities (e.g. drawing up legal agreements, confirming correct wording for CRM activity, confirming when VAT is to be applied to donations for commercial value) and data protection laws
- The ability to work under pressure and to handle challenging situations and relationships
- Experience of being an ambassador for an organisation and presenting the organisation's work to difference audiences, including large groups of staff or customers
- Experience of writing high-quality, tailored reports and proposals for a corporate audience
- Experience of project managing and working to agreed budgets
- Strong grasp of IT/Office programmes and contact management systems
- Committed to equality, diversity and inclusion

DESIRABLE

- 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
- Demonstrable ability to understand and analyse business economics

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
- if you are based in the UK we'll enrol you in our workplace pension scheme, and contribute 7.25 % to it every month if you put in at least 4%
- free Group Life Cover (Death in Service Benefit)
- 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, optician and physiotherapy appointments
- online shopping discount schemes and discounted gym and health club membership
- annual staff recognition awards with gift voucher prizes
- employee advice line – free confidential access to financial and legal advisors as well as telephone, online or face to face 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, and the option to use bank holidays at Christmas and Easter at other times of the year to celebrate other religious cultural events instead
- enhanced maternity/adoption/paternity pay
- up to five days paid carers' leave
- up to 24 hours paid leave per year for employer-supported volunteering

- It's our policy to offer successful candidates the bottom of the advertised range. But if a candidate's current or most recent salary is higher, we'll increase our offer within the advertised range (subject to our standard referencing process).
- If you require additional support or reasonable adjustments to enable you to participate in our recruitment process, please don't hesitate to email Maria Franklin, HR Director, at m.franklin@actionagainsthunger.org.uk.
- As part of our recruitment process we collect and process some personal data about candidates. We're committed to being transparent about how we collect and use this data. For more information see our candidate privacy statement which is available on our website.

OUR VALUES AND COMMITMENT TO SAFEGUARDING

Action Against Hunger UK is committed to preventing any type of unwanted behaviour at work including sexual harassment, exploitation and abuse, lack of integrity and financial misconduct; and committed to promoting the welfare of children, young people, adults and local communities with whom Action Against Hunger UK engages. Action Against Hunger UK expects all staff and volunteers to share this commitment through our code of conduct. We place a high priority on ensuring that only those who share and demonstrate our values are recruited to work for us.

The post holder will undertake the appropriate level of training and is responsible for ensuring that they understand and work within the safeguarding policies of the organisation.

All offers of employment will be subject to satisfactory references and appropriate screening checks, which can include criminal records and terrorism finance checks. Action Against Hunger UK also participates in the [Inter Agency Misconduct Disclosure Scheme](#). In line with this Scheme, we will request information from job applicants' previous employers about any findings of sexual exploitation, sexual abuse and/or sexual harassment during employment, or incidents under investigation when the applicant left employment. By submitting an application, you confirm your understanding of these recruitment processes.

**“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

