

AGE UK SOLIHULL

PERSON SPECIFICATION

JOB TITLE: Partnerships Officer

Experience
<p>Essential</p> <ul style="list-style-type: none"> • Experience in corporate fundraising, partnerships, or a similar relationship-based role • Experience of working as a team • Experience using LinkedIn and/or other online platforms to develop professional relationships <p>Desirable</p> <ul style="list-style-type: none"> • Proven ability to research prospects and build a qualified pipeline • Experience of securing high-value gifts, sponsorships or ongoing financial support • Experience of attending professional networking events • Experience of major donor fundraising or high-net-worth relationship management • Experience working within the charity or not-for-profit sector • Experience of working with Trustees or senior management
Skills/qualities
<p>Essential</p> <ul style="list-style-type: none"> • Strong relationship-building and negotiation skills • Ability to work proactively, independently and strategically • Excellent written and verbal communication skills • Confidence in approaching and influencing senior decision-makers • Resilient and comfortable with rejection • Proactive, driven and results-focused • Strong organisational skills and ability to manage multiple relationships simultaneously • Confidence using Microsoft Office • 4 GCSEs, 'O' Levels or equivalent or relevant experience in a similar setting <p>Desirable</p> <ul style="list-style-type: none"> • Understanding of corporate social responsibility frameworks • Confidence using CRM system • Confidence to deliver presentations to partners/potential partners • Experience in social media monitoring, reporting and evaluation • A Level or degree level qualifications

Other

Essential

- Full UK driving licence and access to a vehicle
- Some flexibility in working patterns to allow for occasional out of hours meetings and events which may take place at the weekend
- Commitment to Age UK Solihull's mission of improving later life for older people

Desirable

- Knowledge and understanding of the charity sector and the need to raise funds for the cause
- Knowledge of issues related to later life
- Knowledge of the Solihull or West Midlands business landscape