



DEMENTIA
CARERS COUNT
Supporting Family Carers

Recruitment pack

Corporate Partnerships Manager

June 2024



7-14 Great Dover Street
London
SE1 4YR



020 3540 0700
@DemCarersCount
dementiacarers.org.uk

Dear Candidate,

We are delighted that you are considering applying for the role of Corporate Partnerships Manager at Dementia Carers Count. We hope that, as you read the information in this pack, you will be inspired to see how your experience and skills can help us achieve our goals.

We are in the midst of an unprecedented social care crisis. At the heart of this are the millions of unpaid carers who look after friends and relatives with little recognition or respite. At Dementia Carers Count, we stand for them. We campaign for change, provide practical and emotional support, and through our new commercial service we are working with businesses to provide tangible help for dementia carers throughout the UK. 2024 marks a key milestone for us, as we launch our new strategy to grow our activity and impact.

We're looking for someone with a breadth of experience, who has a willingness to support others and learn new skills. The role can be based anywhere in the UK, with attendance at occasional in-person meetings, typically around once a month, and usually in London.

We're a small team, passionate about making a difference for dementia carers. If you believe you have the skills and experience to join us, then we'd love to hear from you.

Best wishes,



Julia Mazorodze
Director of Comms & Growth



Job Description

Job Title:	Corporate Partnerships Manager
Reports to:	Director of Communications and Growth
Contract:	Permanent
Hours:	28 - 35 hours / week must be available to work Tuesday & a minimum of 4 days per week
Salary:	Circa £40,000 per year FTE, subject to benchmarking
Location:	Remote, with attendance at staff or partner in-person meetings as necessary for the role, usually once a month in London

Job purpose

This is a new role, responsible for delivering financial support for our mission from corporate partners. Initially, the majority of your time will be devoted to new business development, including prospect identification, and shaping and delivering pitches and proposals to corporate partners to meet fundraising targets. As we grow, the work will be divided across high quality stewardship of existing partners across all sectors, as well as working creatively to identify and develop opportunities to upscale their impact.

This role sits alongside Trusts and Foundations and Public Fundraising within a team whose remit covers income generation, campaigns and marketing. The post holder will report to the Director of Communications and Growth, supporting the senior leadership team to engage corporate partners and prospects where appropriate.

Key responsibilities

- Develop and maintain propositions to attract companies to support our work
 - Identify, prepare and make highly targeted approaches to secure major partnerships that align with our organisational priorities, focusing on commercial / brand partnerships, strategic partnerships and donations
 - Work with the Comms & Growth team to identify opportunities for income growth through existing and new corporate partnerships
 - Proactively source and refresh a pipeline of corporate partnership opportunities by monitoring, analysing and reviewing relevant industry trends and developments, through networking and researching prospects
 - Provide excellent account management and stewardship to new and existing corporate funders, maintaining regular communication with key contacts, and providing informative and engaging updates on their impact
 - Design and deliver partnership plans that meet shared expectations, maximise income and where possible support our advocacy or campaigning activities
 - Where relevant, conceive and deliver employee engagement opportunities that maximise funds raised and deliver the best possible supporter experience for our partners
 - Develop strong working relationships within the organisation, co-ordinating colleagues to ensure that partnerships are successfully delivered
 - Confidently communicate Dementia Carers Count's activity and impact, inspiring support at the highest level
 - Contribute to quarterly and annual planning and forecasting, and by providing accurate reports on corporate partnership income
 - Administer corporate partnerships effectively, including using Salesforce CRM database and working with colleagues in the operations team to make sure invoices are sent out on time and corporate income is correctly recorded
 - Ensure corporate partnership activities follow relevant legal / best practice guidelines
 - Carry out other duties commensurate with this post as requested
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Experience / Skills / Knowledge

Experience - essential

- A minimum of 3 years experience in a corporate partnerships, business development or sales role
- Demonstrable experience in developing mutually beneficial, values-based partnerships
- A strong track record of meeting and exceeding financial targets
- A tenacious approach to research and prospecting
- Excellent interpersonal skills, with the ability to build positive relationships with diverse internal and external stakeholders at all levels
- Excellent written communication skills with strong attention to detail and the ability to produce high quality applications, proposals and presentations
- Co-ordinating colleagues to meet new business deadlines and to ensure agreed partnership deliverables are achieved

Experience - desirable

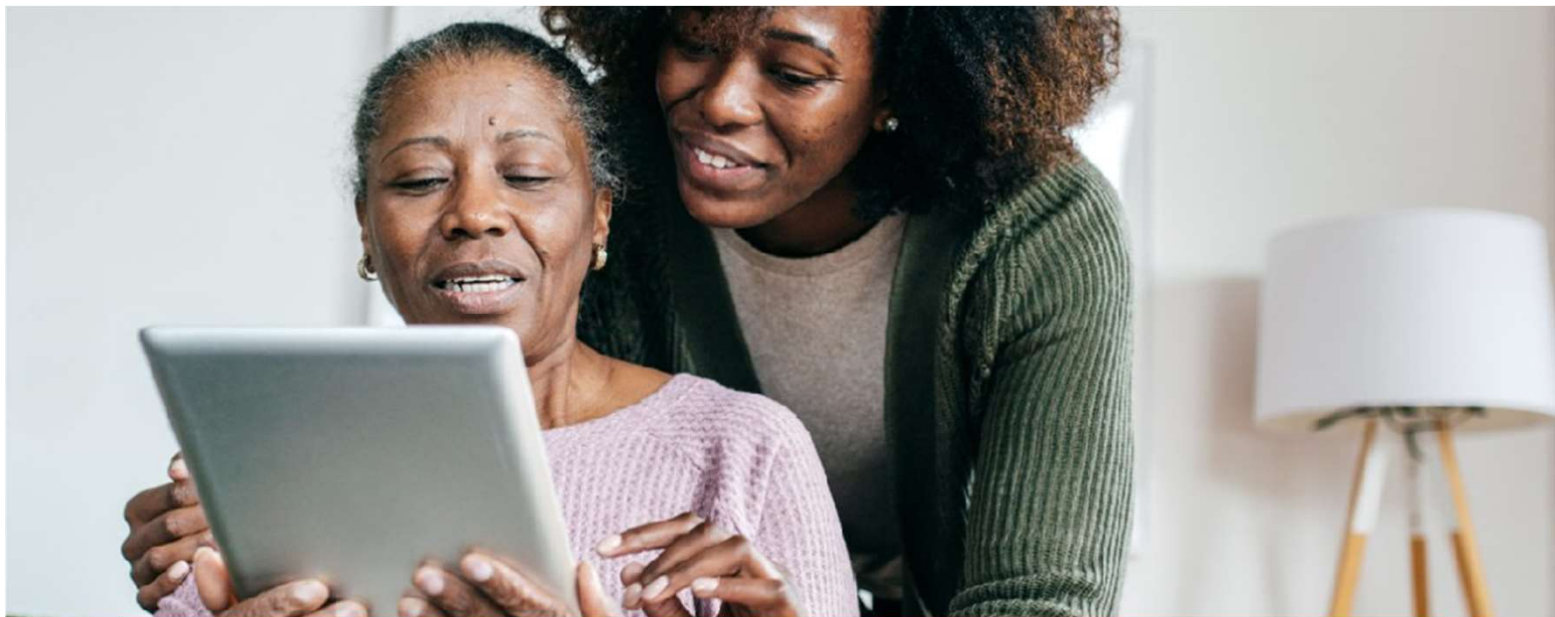
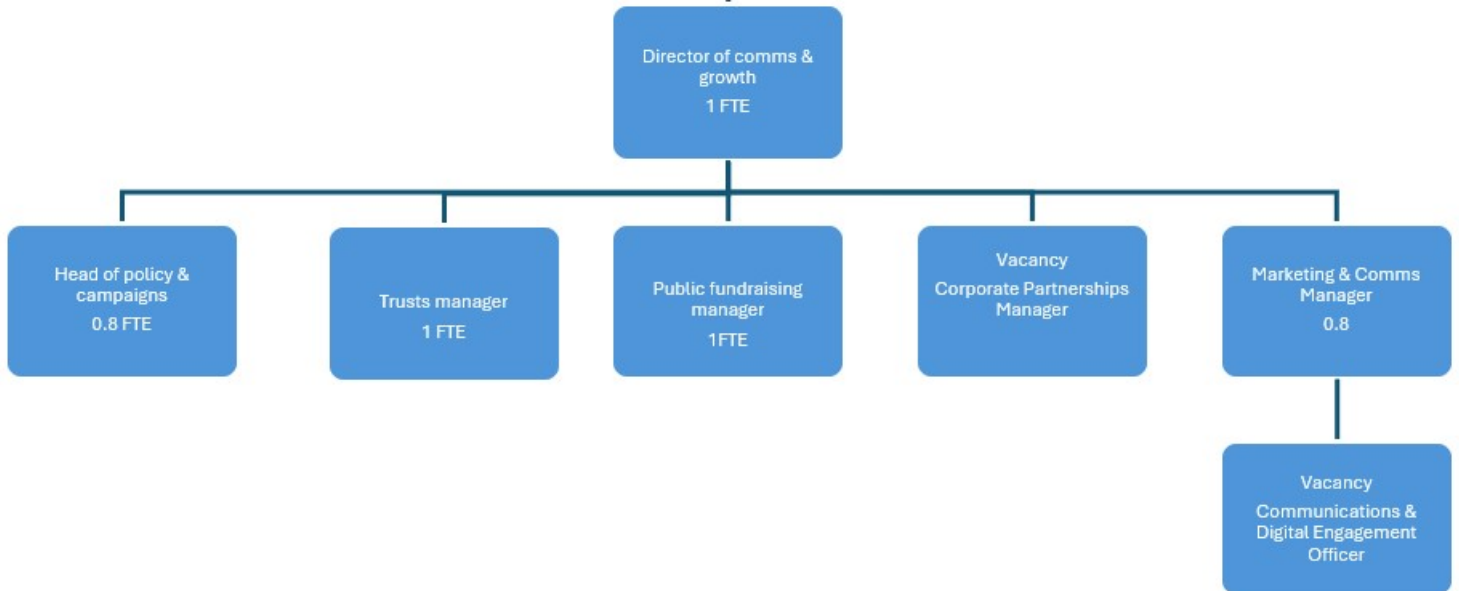
- Strong presentation and public speaking skills
- Lived experience as a carer for someone with dementia

Skills, abilities and knowledge

- Self-starter – confidence to test and learn and confident managing own time to meet targets and deadlines
- Confident working with colleagues internally to translate campaign plans into engagement opportunities for private sector partners
- Target-focused and results-driven with an ambition to drive activity forward
- Strong negotiation and influencing skills
- Excellent organisational, prioritisation and time management skills
- A can-do, creative and solutions-focused approach to overcoming challenges

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- **Annual Leave** 27 days plus bank holidays (FTE), plus the option to purchase additional leave
 - **Workplace Pension** with up to 6% employer contribution
 - **Group Life Assurance**
 - **Health cash plan** - with money back on healthcare such as dental, optical and therapies
 - **24/7 Employee Assistance Programme** - access to counselling, advice line and other wellbeing support.
 - **Enhanced Company sick pay policy**
 - **Enhanced carers, family and other leave**
 - **Remote working** – we are a remote-working organisation, so the role can be carried out from anywhere within the UK, although attendance at some face-to-face meetings are required, around 2-4 per month, normally in London. Travel costs are paid.
 - **Flexible working** – we are committed to adapting how we work to allow employees to thrive inside and outside of work. We welcome applications from candidates wishing to work full time or part time and will consider other flexible options including compressed hours.
 - **A commitment to support your learning and development**





Closing date: Wednesday 17th July

If you would like to apply for this position, please apply by submitting your CV along with answering the following questions to hr@dementiacarers.org.uk

1. What's the climate like for building corporate partnerships right now, and how would that affect your approach in this role?
2. Please give an example of a corporate partnership you admire, and tell us why it's great.
3. What's the most important quality a corporate partnerships manager needs to possess, and why?

To support our commitment to Diversity and Inclusion, we request that you also complete our [equality and diversity monitoring form](#).

Assessment Process

Closing date: Wednesday 17th July

First stage interview via Zoom: Monday 22nd July

Second stage interview, in person at our London Office:
Wednesday 24th July

Questions

For queries regarding this post please contact hr@dementiacarers.org.uk

Right to work

To be considered for this role, you must have an existing right to work in the UK.

DBS

The successful candidate will be asked to do a basic DBS check, and an offer will be contingent on the result. A conviction does not rule you out. We will make a judgement about suitability based on the age of the offence, its seriousness, relevance to the role and any pattern to offences. The charity NACRO provides further information on employment for those with criminal convictions, which can be found by searching for Nacro Criminal Conviction Employment. We follow the [DBS Code of Practice](#)

DCC is committed to providing inclusive services accessible to everyone – regardless of who they are. We are also committed to embracing equality, inclusion and encouraging diversity amongst our team which is demonstrated through our employment policies, procedures and practices. Our ethos is to respect and value people’s differences and to help everyone achieve more at work, as well as in their personal lives, so that they feel proud of the part they play in our success. Our aim is that our team will be representative of all sections of society and each person feels respected and able to give their best.

Our equality & diversity monitoring forms will be kept separately from your application and will not be linked or identify you as an individual. We will use the data to monitor the diversity of candidates.

You can find further information on Diversity, Inclusion and Belonging at DCC on our [Website](#).

DCC is a ‘Disability Confident Committed’ employer, and we aim to offer an interview to any candidate that tells us they have a disability and meets the minimum criteria for the role. Should you wish to disclose this information please do so by adding this to the body of your email to hr@dementiacarers.org.uk along with your supporting application document.



Thank you very much!

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