



START SOMETHING

YOUR NEW ROLE AT THE TRUST

JOB TITLE:	Senior Corporate Partnership Manager	PAY BAND:
FUNCTION:	Fundraising & Marketing	Support Delivering Specialist/Managerial Technical Lead/Function Head Senior Leadership Team
THE TEAM:	The Corporate Partnerships team build mutually valuable and inspiring partnerships with large companies, to raise money and value for The Trust and young people from the business, their staff, and customers.	

WHERE YOU WILL FIT

Director of Fundraising and Marketing	Director of Corporate Partnerships	Senior Head of Partnership Management	Head of Partnership Manager	Senior Corporate Partnership Manager	Corporate Partnership Manager Corporate Partnership Executive
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HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

The Trust's partnerships with business primarily generate income (to fund our mission) and provide direct routes into work experience and employment for young people. In addition, our work with well-known brands supports our outreach and messaging to young people.

WHAT WILL YOU DO?

-  Strategic direction across a portfolio of complex, high-value partnerships, driving mutual benefit for both The Prince's Trust and corporate supporters.
-  Ensure financial targets are met and income is received in accordance with the business plan.
-  Ensure robust account plans are in place for all major partnerships, outlining a clear approach for developing and growing corporate support.
-  Lead team members to deliver employee volunteering and fundraising products to designated companies, ensuring customer satisfaction and maximising income potential.
-  Line manage Manager(s) and/or Executive(s) as required.
-  Support The Trust's strategy by securing gift-in-kind and pro-bono support that helps deliver cost saving across the organisation.
-  Work with the team Head / Senior Head to develop and drive sector engagement strategy.
-  Seek opportunities for, and deliver, commercial activity, such as brand-led initiatives and campaigns, sponsorship, and cause-related-marketing.
-  Liaise with colleagues to ensure that partnership activity is effectively delivered across the UK, including programme delivery and impact, volunteering, PR, and communications.
-  Write high quality reports, presentations, and proposals, understanding the needs and knowledge of the target audience and maintain Database records.
-  Responsible for actively contributing to an equitable, diverse and inclusive workplace.

THE SKILLS YOU'LL BRING

All of the roles at The Trust are key to our success and there are certain skills we need to be successful. And while we will shortlist the most qualified people for the role, we ask everyone for a supporting statement. If you think you could do the role, but don't have all the desirable experience, we would still love to see an application from you.

WE REALLY NEED YOU TO HAVE THESE

Skills & Knowledge	Why do we need this?
Strategic thinking, with the ability to grow and develop income streams.	As the lead relationship manager for a number of PT's major partners you will be accountable for retaining and deepening these partners, internally and externally.
Solid understanding of how to develop and support others to achieve against ambitious targets.	As the lead relationship manager for a number of PT's major partners you will be accountable for retaining and deepening these partners, internally and externally.
Personal gravitas, with the ability to engage and inspire people at all levels.	To inspire and influence at all levels within partner organisations and internally to deepen support, build engagement and deliver activities as agreed.
An organised, strong project manager with the ability to devise and use project/account plans, budgets, and other financial information.	To effectively juggling multiple demands of your time and resources to ensure the potential of a broad portfolio of partners are well managed.
Good written and verbal communication skills, with experience of presenting to external audiences.	To inspire and influence at all levels within partner organisations and internally to deepen support, build engagement and deliver activities as agreed.
Good influencing skills, with ability to influence a broad range of stakeholders internally and externally, tailoring communications to different needs / motivations.	To inspire and influence at all levels within partner organisations and internally to deepen support, build engagement and deliver activities as agreed.
Solid understanding of what drives corporate engagement with a charity, and the ability to present the charity's work compellingly in response to those needs.	To be a credible and authentic ambassador for the Trust's work and impact to build confidence and support from external and internal relationships.
Experience	Why do we need this?
Demonstrable experience of growing income over time, spotting new income opportunities and increasing depth across partnerships.	As the lead relationship manager for a number of PT's major partners you will be accountable for retaining and deepening these partners, internally and externally.
Experience of managing others to deliver against income targets.	To confidently and credibly lead your line reports and matrix teams to deliver on plans.
Experience of leading large projects across complex, multi-regional organisations with excellent client relationship management.	To confidently and credibly lead your line reports and matrix teams to deliver on plans.
Significant experience of corporate fundraising and/or sales/marketing.	To be credible and confident externally you will need to have a solid understanding of the context within which we operate.
Proven experience of managing and coordinating fundraising and promotional activities in a corporate environment.	To be credible and confident externally you will need to have a solid understanding of the context within which we operate.
Experience of managing internal relationships within multi-disciplinary teams.	To be able to make things happen internally, be solutions focussed and deliver as agreed.

WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience of working with volunteers.	To be a credible and authentic ambassador for the Trust's work, and impact to build confidence and support from external and internal relationships.
Experience of using Raisers Edge or databases.	To ensure we steward and develop our supporters in the very best way.
Skills & Knowledge	Why do we need this?
An understanding of the business economy and what drives corporate behaviour.	To be a credible and authentic ambassador for the Trust's work and impact to build confidence and support from external and internal relationships.






WHAT DO WE EXPECT FROM YOU?



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OUR VALUES

Our values are at the heart of everything we do – they articulate who we are and how we work together to achieve our aims to help young people.

 Inspiring We lead by example	 Approachable We are open minded and value diversity	 Empowering We enable positive change	 Non-Judgemental We focus on the potential, not the past	 Passionate We are absolutely committed to supporting young people
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Here at The Prince's Trust, we're committed to equality, diversity and inclusion. We want to be an organisation that's representative of the communities we serve, which is why we strive for diversity of age, gender identity, sexual orientation, physical or mental ability, ethnicity and perspective. Our goal is to create an environment where everyone, from any background, can be themselves and do the best work of their lives.

We're a Stonewall Diversity Champion and we are Disability Confident employer. Our staff, volunteers and young people are supported by PT CAN (our Cultural Awareness Network), PT GEN (Gender Equality Network), PT DAWN (Disability & Wellbeing Network) and Pulse (LGBTQIA+ Network). For more information, [click here](#).

OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works in at a specialist/managerial level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
You inspire others through passion for what we do You keep young people and our end goal in mind You build trust in others through reliability and holding self-accountable for success Resilient in the face of challenges, not taking constructive criticism personally You're authentic and bring unique talents to work, encouraging others to do the same You role model integrity and act according to our Values	You champion change initiatives and help others see the benefits and opportunities You take an entrepreneurial approach to improving how we do things You seek opportunities to enhance own development and build expertise You role model a positive and constructive approach to giving & receiving feedback You support others in adapting to change	You're approachable, clear and assertive You cascade important and relevant information to others clearly and swiftly You treat people as individuals, tailoring communication and influencing style accordingly You communicate difficult messages and challenge others' thinking effectively You listen to and empathise with others to understand the root of situations before responding	You role model effective and mutually supportive teamwork with colleagues You manage the expectations of others, gaining buy-in where required You share knowledge and information You build and invest in relationships across The Trust You use awareness of how your own team fits within the wider organisation to find solutions	You translate The Trust's long-term vision and strategy into actionable plans & targets You take responsibility for making and implementing logical, data-based decisions You're flexible and responsive as priorities and requirements change You seek solutions and solve problems, empowering others to do the same

THE WELFARE OF OUR YOUNG PEOPLE

The Prince's Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. As part of this commitment we undertake basic disclosure checks in accordance with the Codes of Practice for all roles within the Trust, and for our roles working directly with young people, at an enhanced level. Having a criminal record will not automatically exclude applicants.