

JOB SUMMARY AND PERSON SPECIFICATION

Job Title: Senior New Business Manager (Regional Corporates)

Reports to: Head of Community, Events and Trading

Based at: Nationally (home based)

Job Purpose	<p>This role will lead on managing the regional new business team to prospect and secure new regional corporate partnerships for the charity to agreed targets.</p> <p>This role will also support the regional stewardship team in upskilling their new business acumen and supporting with embedding sector best practice.</p>
Accountabilities	<ul style="list-style-type: none"> • Line Management of 2 New Business Managers to deliver over six figure in-year income from new local and regional partnerships • Support the National Regional Fundraising Senior Manager and team of Area Fundraising Manager to deliver new business within their regions. • Work with the national partnerships team co-deliver our partnerships framework – improving and refining as required • Take ownership of approach, prospecting, pipelines and new business best practice • Report on progress on a monthly, quarterly and annual basis
Main Responsibilities	<ul style="list-style-type: none"> • Lead the team to cultivate a robust business development pipeline, qualifying prospects and opportunities through proactive approaches, with the goal of securing new local and regional partnerships in line with agreed income targets. • Support the team to develop compelling propositions to local companies, including written proposals and pitches, working with relevant teams across the Charity and hospital to engage and excite new partners. • Implement consistent pipeline and reporting management including clear KPI's and effective usage of CRM to manage and report. • Working with the Head of Community, Head of High Value Partnerships and Corporate Partnerships Senior Manager to ensure the success. • Further develop the onboarding process for new regional and local partnership, ensuring smooth transition to the stewardship team • Contribute to the team strategy and annual planning process.



	<ul style="list-style-type: none"> • Line management of New Business Manager, supporting their development within their role. • Contribute to a positive, ambitious and collaborative team culture
Essential Knowledge, Skills & Experience	<ul style="list-style-type: none"> • At least 3 years' experience in charity new business • At least 2 years line management experience • Demonstrable experience of securing new business and onboarding new partnerships, and managing income targets. • Evidence of successful income performance against targets and ability to understand and report against budgets. <p>Experience of generating income from at least two of the following activities: employee fundraising, sponsorship, commercial.</p>
Desirable Knowledge, Skills & Experience	
Key Competencies & Behaviours	<ul style="list-style-type: none"> • Able to work effectively at pace and deliver across multiple projects • Solutions focused and able to navigate potential barriers effectively • Highly resilient and able to lead change • Confident and polite manner • Ability to build rapport quickly and to understand needs and expectations • Ability to remain calm under pressure • Displays the highest levels of integrity, confidentiality and commitment • Respond quickly to changing demands and demonstrate strong skills in prioritisation and time management • Self-starter, able to work and drive work forward Analyse information quickly and communicate in a concise and articulate manner • Attention to detail in all aspects of work • Demonstrates an ability to work as part of a team and be a flexible team player • Flexible re. hours of work • Model our Values. We are: · Innovative-Collaborative-Authentic-Resourceful-Energetic Demonstrates the charity's cultural values on a day to day basis: Innovative / Collaborative /Authentic /Resourceful / Energetic

