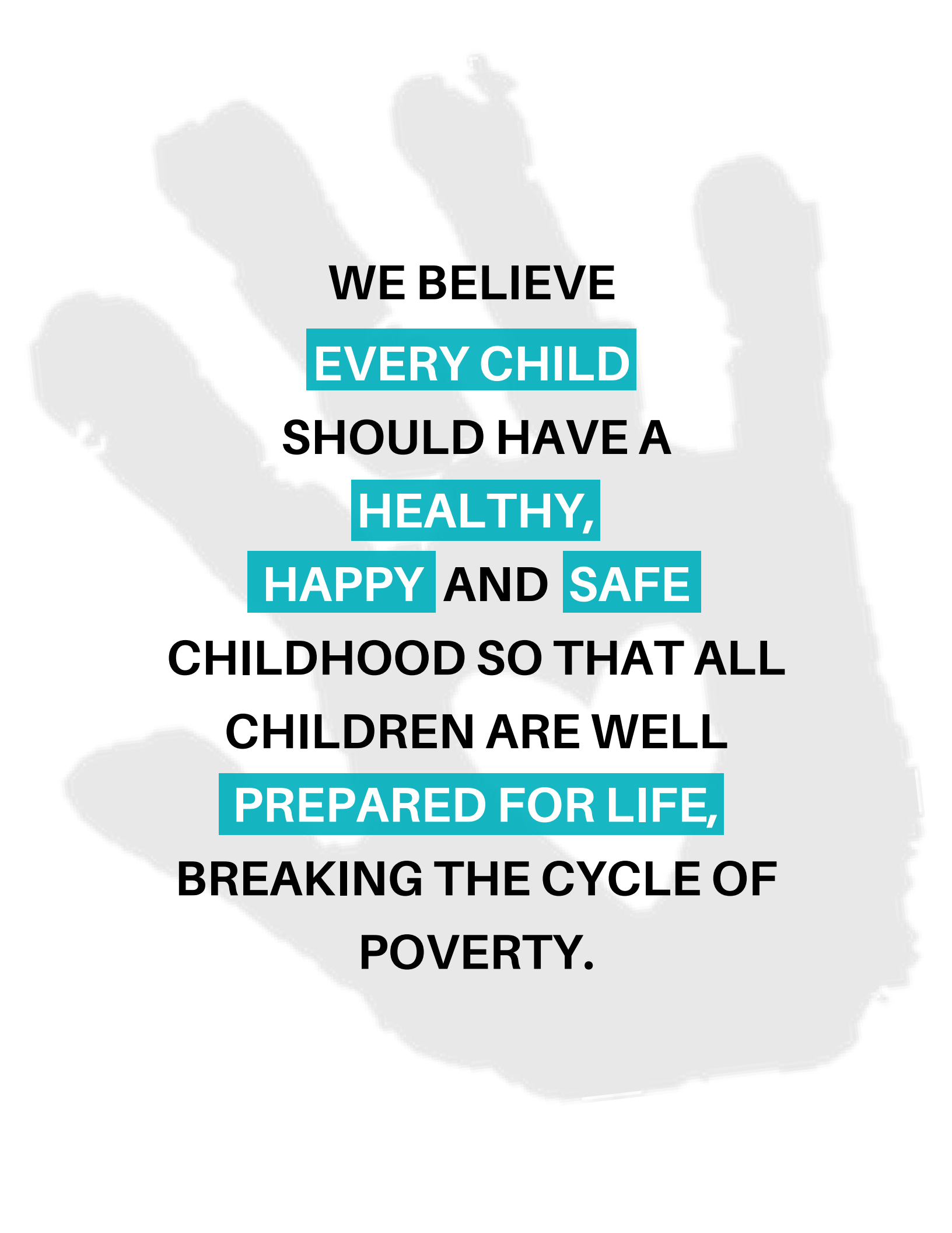




Senior New Partnerships Manager



WE BELIEVE
EVERY CHILD
SHOULD HAVE A
HEALTHY,
HAPPY AND SAFE
CHILDHOOD SO THAT ALL
CHILDREN ARE WELL
PREPARED FOR LIFE,
BREAKING THE CYCLE OF
POVERTY.

Welcome

Thank you for your interest in becoming our new Senior New Partnerships Manager.

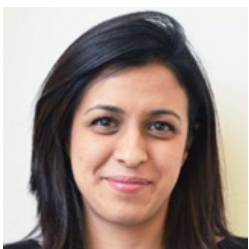
London's children and young people have the right to grow up supported and loved, with enough nutritious food, adequate housing, space to play, and the opportunity to learn and explore free from stress. It is in these environments that young people are able to fulfill their potential. Without these basic resources, London is failing the 800,000 young Londoners who are living in poverty. The Childhood Trust is London's child poverty charity. Our mission is focused on alleviating the impact of poverty on disadvantaged children in London.

The cost-of-living crisis has created a challenging 12 months for the Trust but in the face of this adversity, we have achieved remarkable success and impact. Since July 2022 we have funded the delivery of 188 charitable projects supporting 267,815 disadvantaged children and young people.

To build on this success, we are searching for an experienced and ambitious Senior New Partnerships Manager to join our Fundraising and Development team. This position offers a unique opportunity to join a dynamic and growing organisation to make a significant impact on the lives of disadvantaged children and young people in London.

If you'd like to help us achieve our ambitions for children and young people living in London, we would love to hear from you.

Neha Mahendru
Interim CEO



The role

This is an exciting opportunity to play a crucial role in our fast-growing Fundraising Team, and leading our new business efforts by identifying, cultivating and securing new corporate partnerships at the six and seven-figure level as well as playing an active part in the wider team's endeavours to secure and uplift our corporate partnerships.

You will report to our Director of Development and will manage and grow our relationships with like-minded businesses across multiple industries to generate income and engage new audiences for the Childhood Trust to achieve our strategic goals.

You will join our growing team and be deeply passionate about our mission and vision. You will be someone who thrives in our small charity culture, which is collaborative, innovative, and dynamic as well as having the ability to work autonomously and have an appetite for continuous improvement.

Key Responsibilities

- Build cases for support to engage funders. This will involve working with the Corporate Partnerships Team and wider organisation to build compelling cases for support for a variety of corporate partnerships, including strategic partnerships, COTY, Cause Related Marketing campaigns and sponsorship opportunities.
- Identify corporate partnership opportunities. This will involve conducting research to manage and grow a pipeline of corporate partnerships opportunities worth £50k+ and/or with significant media and communications value.
- Develop cultivation plans for key prospects and target industries to increase support for the Childhood Trust.
- Proactively approach and build new relationships with corporates, securing and attending meetings.
- Develop and deliver high quality communications to secure new corporate partnerships. For example, this could include brochures, proposals, and pitches which communicate the charity's work, strategy, and a case for why companies should support the Childhood Trust.

- Work collaboratively with the Account Management team to embed new partnerships to ensure they are managed appropriately.
- Contribute to setting the annual budget and carrying out regular review of the pipeline
- Contribute to the ongoing development and execution of The Childhood Trust's strategic goals.

Person Specification

- Proven track record of personally soliciting corporate partnerships at the six-figure level and above
- Experience of dealing with C-suite individuals and senior volunteers
- Excellent personal presentation and communication skills, and attention to detail
- High level of numeracy, IT literacy and competence
- Strong project management and planning skills
- Experience of budget setting and monitoring
- Use of Salesforce
- A solid knowledge of governance and regulations related to fundraising and the charity sector

Skills and Competencies

- Ability to build strong, authentic relationships with supporters, stakeholders and colleagues at all levels.
- Ability to manage multiple projects, identify conflicting demands and establish clear priorities in order to meet agreed objectives.
- Ability to work flexibly on own initiative and as part of a wider team.
- Resilience, resourcefulness and flexibility to overcome challenges.
- Commitment to the values of the Childhood Trust.

The Childhood Trust is an equal opportunity employer and values diversity in its workforce. The Head of Operations will join a dynamic team committed to making a meaningful difference in the lives of disadvantaged and vulnerable children.

This person specification is designed to outline the key qualifications, experience, and personal attributes required for this role at The Childhood Trust. Applicants are encouraged to address how their skills and experiences align with the specified criteria in their application.

Terms of appointment

Title:	Senior New Partnerships Manager
Reports to:	Director of Development
Salary:	c. £45,000 p/annum
Hours:	37.5 hours per week

Place of work, Hours of Work, Flexible Working

The Childhood Trust currently works from its own self-contained offices moments from Victoria Station. There is a scope to work from home up to 3 days a week if required.

Pension

The Childhood Trust operates a Personal Pension Plan with NEST (with the right to opt out) In line with statutory regulations the rates for April 2019 onwards for qualifying wages are as follows;

- Employer contribution: 3%
- Employee contribution 5%

Cycle to Work Scheme

This scheme provides a tax efficient way to obtain a bicycle and accessories up to the value of £1,000. Repayments are made over 12 months by means of salary sacrifice in order to obtain full relief from both income tax and National Insurance. To be eligible, employees need to have completed their probationary period and have an employment contract which lasts for at least 12 months from the date the bicycle is collected. The arrangement is run in partnership with Cyclescheme.

Childcare Vouchers

Parents can spend up to £243 per month on childcare vouchers via salary sacrifice. This method frees the benefit from income tax and National Insurance contributions and therefore delivers a significant employee saving.

Holiday Entitlement

The basic allowance is 25 days leave per year. After three years this increases to 30 days and after 5 years it rises further to 35 days.

The standard working week at The Childhood Trust is 37.5 hours. Start and finish times can be agreed between employee and manager. Flexibility of working hours may be required to meet The Childhood Trust's varying needs. The nature of this relationship - based role will require some evening and weekend working as and when required.

Other Conditions

The Childhood Trust is fully committed to protecting those with whom it comes into contact in the course of its work and will conduct appropriate pre-employment referencing and checks. We are an equal opportunities, disability-confident employer and committed to achieving the highest standards of diversity, fairness and equality.



Registered Company No. 07746081
Charity Registration No. 1154032

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 The
ChildhoodTrust
Alleviating the impact of child poverty