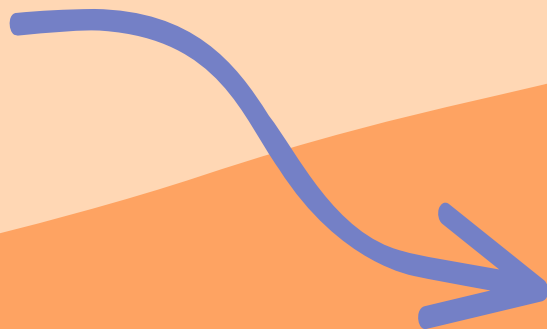


Recruitment pack

**Partnerships
Manager**



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Welcome

Dear potential applicant,

Thank you for taking an interest in Student Minds and for considering joining the charity's fundraising team as our Partnerships Manager. We are excited that you are exploring being a part of the Student Minds magic that has seen us grow from a student-led project into the leading UK charity for student wellbeing and mental health.

As Partnerships Manager, you'll play a key role in generating income to support Student Minds' work and developing mutually beneficial partnerships with a range of companies and businesses. It is a varied role where you will be responsible for identifying and building relationships with new leads, and maintaining relationships with existing partners.

This role is ideal for candidates working in a junior fundraising or business development role with some experience of delivering partnerships, looking to take the next step in their career, or those looking for a flexible role in a supportive yet dynamic team.

As an employer, we prioritise bringing in new experiences and perspectives into our organisation, so we want anyone who is excited by this post to seriously consider it. We especially welcome applications from people from racialised and minoritised backgrounds, disabled people and individuals from LGBTQ+ communities. We are an employer that sees potential and understands that people's lives and careers are varied.

Please be aware that we only want to hear from candidates that will stand with us fully in our work to become a truly anti-racist organisation. This is an absolute non-negotiable - inclusion and belonging is crucial to the culture we have built and are building. We are working hard to become a fully inclusive organisation, and supported by our antiracism consultant, we are having the hard conversations about the culture we want to create in the decade ahead.

We hope to hear from you soon,



Rosie Tressler, OBE
CEO

About Student Minds

No student should be held back by their mental health.

We challenge the health sector, higher education sector and government to work with students when making decisions that impact them, and we make them accountable for prioritising student mental health.

By creating and curating resources, stories and tools, we empower students to build their own mental health toolkit to support themselves and their peers through university life and beyond. Together, we're improving university communities so that every student gets the mental health support they need to reach their goals.

We're proud of the progress we've made over the last decade, and the thousands of students and professionals, leaders, funders, and policymakers involved in improving student wellbeing. But we also recognise there is a long way to go to achieve our mission. We're just getting started!

Over the next ten years, we commit to:

- Continue driving positive change for students. We'll keep working with the higher education sector, health sector, and government to make student mental health a priority, and we'll continue empowering students to look after their own mental health.
- Ensuring that positive change lasts. We'll focus on preventative, sustainable, long-term changes that will benefit future generations, as well as the students of today.

You can find out more about the team at Student Minds on our website, read about our trustees, as well as our strategy and latest Impact Report.



About Student Minds

We are a social movement.

At Student Minds, our wider network is at the heart of what we do. Working with our different **governance groups**, we are able to elevate student voices, foster diversity, and embed clinical expertise into the core of our work.

Anti-Racism Council (ARC)

At Student Minds, equity and inclusion are at the core of who we are. In 2020, we committed to a vital journey: becoming a truly anti-racist organisation. We know this work demands continuous effort, courage, and a shared willingness to confront uncomfortable truths, but it is a commitment we are deeply dedicated to. By being transparent about our journey, we hope to inspire others across the charity sector to champion inclusion and build truly diverse, supportive communities.

[Read more about our commitment to Anti-Racism and explore our anti-racism action plan.](#)

Student Advisory Committee (SAC)

The SAC advises us on strategic decisions and helps inform our methods and approaches to engage students. It consists of students, recent graduates and Students' Union officers. The SAC meets multiple times a year with Student Minds staff, to discuss priority issues for students, and Student Minds' influencing priorities.

[Read more about SAC and its members.](#)

Clinical Advisory Group (CAG)

The Clinical Advisory Group (CAG) advises Student Minds on the development of our mental health programmes and major strategic decisions about our work.

CAG is comprised of 7 mental health professionals, all of whom bring their unique clinical expertise:

- Sarah Garlick
- Dr Jonathan Gibb
- Dr Gareth Hughes
- Dr Denise Meyer
- Dr Dominique Thomson
- Professor Katharine Rimes
- Alice Wilson

[Read more about our CAG members.](#)

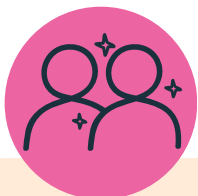
Trustee Board

Our trustee board provides accountability, oversight and governance. The board is made up of experts from across the charity, higher education, business and health care sectors. They bring expertise in a range of areas, including marketing and communications, EDI, mental health and wellbeing, and law.

In April 2026 we were thrilled to welcome Professor Nic Beech as our new Chair, alongside six new trustees (including 2 students), committed to ensuring no student is held back by their mental health.

[Read more about our trustees.](#)

Our values



Collaborative

Teamwork and strategic partnerships help us to achieve better results. We are respectful, supportive and inclusive.



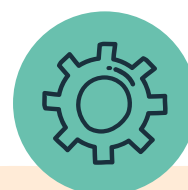
Empowering

We invest in people, in the belief that they hold the key to effecting real change. We listen and mobilise the student voice.



Courageous

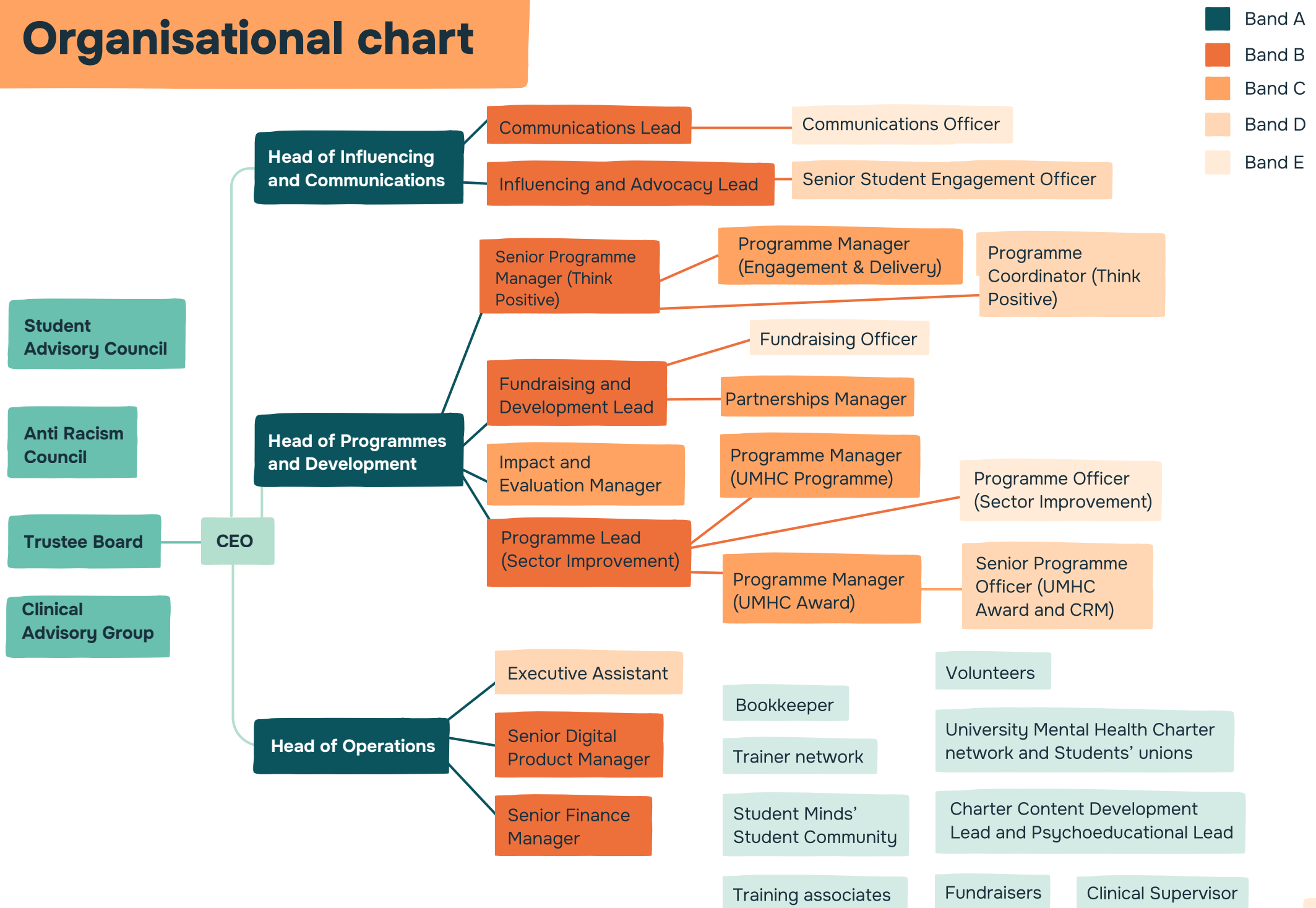
We are willing to challenge the status quo and be decisive to shape a better future. We are ambitious, optimistic and will push the boundaries.



Innovative

We strive for the best solution and the highest quality, using expert knowledge and evidence. We learn from our ground-breaking research and data to develop and grow.

Organisational chart



About the role

Partnerships Manager

The Partnerships Manager plays a key role in generating income to support Student Minds' work, and developing mutually-beneficial partnerships with a range of companies and businesses. This is a varied role where you will be responsible for identifying and building relationships with new leads, and maintaining relationships with existing partners. You will be driven to improve the mental health for students in the UK, and inspire others to support our mission by partnering with Student Minds.

You will lead on delivering our standard partnerships programme and work with senior colleagues to build bespoke strategic partnerships. You will deliver pitches to contacts at all levels of an organisation and attend events to promote Student Minds. You will be responsible for delivering excellent partner stewardship, ensuring all agreed benefits are delivered in a timely manner and partners feel valued and supported. You will work closely with our Fundraising Officer to support staff fundraising initiatives, our Communications team to promote partnerships, and colleagues across the organisation to share the impact of our partners' support. You will be supported by our Fundraising and Development Lead to identify opportunities to maximise the potential of our partnerships and continuously develop your skills.

This role is ideal for candidates working in a junior fundraising or business development role with some experience of delivering partnerships looking to take the next step in their career, or those looking for a flexible role in a supportive yet dynamic team.

We welcome applications from candidates who are in or near Yorkshire and would be able to connect with fundraising colleagues at our office at least once a month in particular, but would be open to a remote contract for the right candidate.



Key information

Location:	Remote or hybrid (our office is in Leeds) with attendance at occasional team meetings. You will also be required to attend events around the UK on an adhoc basis
Accountable to	Fundraising and Development Lead
Hours of work:	0.8 FTE (30 hours per week) - flexible working available
Contract:	Fixed-term (12 months), with potential for extension subject to performance and funding
Salary range:	Band C: £33,580 per year FTE (£26,864 pro-rata)
Role purpose:	Responsible for identifying and securing new corporate partners and effectively managing existing partnerships to maintain ongoing support, in line with agreed income targets
Start date:	As soon as practicable



Key responsibilities

Generating new business

- Manage a pipeline of prospects for structured partnerships, ensuring a strong approach to identifying and converting warm leads.
- Work with the CEO and Head of Programmes and Development to identify leads for custom partnerships, building and maintaining relationships with key sector contacts.
- Attend conferences and events as a spokesperson for the charity to generate new leads, including delivering speeches where required.
- Work with colleagues to develop a strong brand and identity in key sectors, and update corporate fundraising collateral (e.g. brochures and digital tools) to highlight our impact.
- Conduct due diligence to ensure partnerships align with our Ethical Fundraising Policy, reflecting our values and focus on inclusion and social responsibility

Partnership management

- Successfully steward corporate partners and ensure all partnership benefits are delivered successfully in order to retain and grow support. This includes working effectively with colleagues and external stakeholders who support delivery of benefits.
- Attend and act as spokesperson for the charity at partner events and activities.
- Collaborate across teams to ensure a seamless and positive experience for partners and to maximise the impact of the partnership - including provision of regular strategic updates and opportunities to be involved in our work.
- Work with the Fundraising Officer to encourage partners to undertake staff fundraising initiatives.
- Work with the Communications team to develop ways to promote, showcase and celebrate partnerships across our social media channels and other digital platforms.
- Follow fundraising policies and processes and maintain accurate records and reporting of relationship data, income and activity for corporate partners using the charity's CRM, project management software and other platforms.
- Utilise resources and make appropriate purchases in line with the budget up to agreed levels, taking account of ethical and environmental considerations.
- Ensure partners are invoiced in a timely manner.
- Work with the Fundraising and Development Lead to annually review take up of partner benefits and partner satisfaction, and review insights to inform ongoing improvements to benefits offered.

Key responsibilities

Wider fundraising responsibilities

- Deliver against agreed targets, including leads generated and approached, renewal rates, and income secured, and report on progress internally.
- Work with the fundraising team and other team members to implement the charity's income generation strategy.
- Raise the profile of the fundraising function internally and ensure it aligns with wider charity systems and programmes.
- Attend other strategic team meetings, as required.
- Support the recruitment of additional staff and consultants where relevant, providing line management or supervision as appropriate

Other duties

- Attend regular team meetings with Student Minds colleagues.
- Ensure compliance with Student Minds' internal procedures and external legal requirements.
- Undertake training and attend conferences, both as a delegate and a representative speaking on behalf of Student Minds, as appropriate.
- Engage with and provide feedback on projects and development work led by colleagues across Student Minds.
- Support website content development for sections within your portfolio
- Work flexibly and undertake tasks to support Student Minds colleagues as required.
- Uphold the organisation's values and ensure the team upholds these, including embedding Equity, Diversity and Inclusion practices and engaging with our antiracism work.
- Such other duties as may be reasonably prescribed by the organisation, appropriate to the grade and responsibilities of this post.

Please note that this job description is an indicative list of responsibilities of the role, and it's not exhaustive.

Person specification

The successful candidate will be able to demonstrate the majority of the following competencies and experience:

Lead criteria

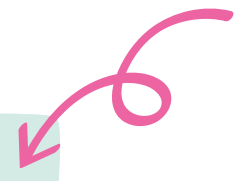
To ensure a fair and efficient review process, we assess all applications against two lead criteria first. Please note that if your application does not clearly demonstrate this experience, it will not progress to the next stage of shortlisting.

- **Communication skills:** Excellent communication skills, both written and verbal, with the ability to tailor communications to different audiences and build relationships with stakeholders in a variety of business settings
- **Partnerships experience:** Experience of account/partnership management

Essential

- **New business generation:** Experience generating new business in a fundraising or commercial environment
- **Organisation:** Excellent prioritisation and time management skills with the ability to work under pressure to deadlines, and juggle multiple priorities
- **Motivation and resilience:** Proven ability to work towards clearly defined targets, and deal with obstacles and setbacks
- **Public speaking:** Experience in public-speaking, such as giving presentations and talking at events, in front of varied audiences (in a professional or personal context)
- **Collaboration:** Ability to work and collaborate effectively with a remote team
- Commitment to Student Minds' vision and mission: Interested in mental health and wellbeing
- **Self-motivation:** Ability to work without close supervision, using initiative.
- Technical proficiency: Experience using relevant software including CRM systems, project management software, and Google Suite/Microsoft Office
- **Flexibility:** Willingness to travel to meetings as required within the UK and able to work evenings and weekends on occasion

Please continue to the next page to see the desirable criteria.



Person specification

While not essential to apply, these criteria represent additional skills and experiences that will give your application a competitive edge and help you hit the ground running.

Desirable

- **Research and evaluation:** Ability to undertake research and able to organise, analyse and summarise relevant trends and data
- **Sector knowledge:** Understands the current challenges and opportunities within the charity sector, higher education and related corporate sectors (including student accommodation)
- **Commercial awareness:** A sound commercial awareness and experience of setting pricing strategies (including costing) and managing budgets



Benefits

We want people to *thrive* at Student Minds; we believe you do your best work when you feel your best. As such, our team comes first and we are proud of our culture; we offer a supportive, flexible and enjoyable place to work.

As part of our staff team, the following benefits are available:

- **Generous annual leave allowance** - 25 days annual leave, plus bank holidays, plus a 2-week winter closure
- **Flexible working** - we encourage all employees to reflect on when and where they work best and how they need to fit work around caring or other commitments
- **Wellbeing** is at the heart of what we do - we support staff to implement Wellness Action Plans and provide an employee assistance programme.
- **Learning and Development** opportunities.

For other benefits and more information please see our [website](#).



Accessibility and inclusivity

Our jobs are open to all.

We believe that diversity in the workplace creates dynamic, relevant organisations, fostering spaces for innovation and creativity. Embracing diversity, promoting equality, and challenging discrimination are values we wholeheartedly endorse. We warmly welcome job applications from individuals of all backgrounds.

This broader collective perspective enriches our ability to make a significant impact, and we are actively striving to enhance diversity within our team. We're looking forward to hearing from candidates who want to help us make our vision a reality. We are keen to hear from individuals with personal experience of mental health difficulties, and we particularly encourage applications from men and ethnic minorities, who are currently under-represented in Student Minds.

You'll notice that we don't collect CVs at Student Minds, and instead, we have a short application form to create more of a level playing field for all of our applicants. We also ask for you to complete our separate equality monitoring form - this is kept separate from the main application process and only reviewed if you confirm you would like to be considered under our **Priority Interview Scheme** for candidates from an ethnically diverse background or where there is a tie-breaker in shortlisting so we can consider inviting those who are currently underrepresented in Student Minds to interview as a priority. For more information on the Priority Interview Scheme, [please refer to our website](#).

We are committed to making our roles and culture inclusive. We can make reasonable adjustments to application processes, interviews, locations and working hours on a case-by-case basis.

If you are interested in applying and have particular accessibility needs, including special educational needs, please get in touch at vacancies@studentminds.org.uk and let us know any requirements you may have.



To apply

Please detail your relevant skills and experience that make you a good fit for the role. Please use the person specification as a guide. You might want to use the STAR method to structure the answers you give to questions.

Please note that we reserve the right to close the application deadline earlier than anticipated if we feel we have received a sufficient number of qualified candidates.

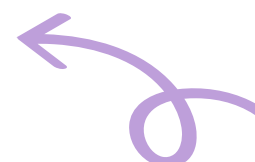
As part of the interview, there may be a short task, which we will provide details about 5 days in advance, to allow candidates time to prepare. We will also provide the interview questions 1 hour in advance so that all candidates can perform at their best.

The deadline for applications is **Sunday 1st November at 23:59 pm.**

Interviews will take place on the **9th & 10th of November 2026** online via Google Meet.

To apply:

- Fill in our [equality monitoring form](#)
- **Complete this personal details form**
- Download, complete, and submit [this application form](#) to vacancies@studentminds.org.uk, including your unique code in the subject of the email.



If you have any questions about the role itself, please contact us at vacancies@studentminds.org.uk, and we will share your enquiry with the relevant member of the team.

Find us online

www.studentminds.org.uk

@StudentMindsOrg

