

New Partnership Manager (Maternity Cover)

RESPONSIBLE TO: Director of Fundraising and Communications

HOURS: Full-Time (9am-5pm, Monday-Friday). Part-Time considered (minimum of 3 days).

JOB LOCATION: Hybrid - home and office based (1 day per week) - Amersham, Buckinghamshire with occasional travel across the UK

CONTRACT: 6 months fixed-term (maternity cover) with a possibility to extend

SALARY: £45-48k pa - pro rata to 6 month (£22.5-24k across 6 months)

PENSION: 7% non-contributory

ANNUAL LEAVE: 25 days, plus bank holidays and the Charity is closed between Christmas and New Year

OTHER BENEFITS: Employee Assistance Programme, Free Parking

About us

Roald Dahl's Marvellous Children's Charity provides specialist nurses and life-changing support for seriously ill children.

Across the UK, over 250 Roald Dahl Nurses care for more than 50,000 children living with complex, lifelong conditions.

For many families, the road to diagnosis is complex and uncertain, juggling hospital visits, managing medications, and navigating treatments and tests. They are often under the care of multiple specialists, across different hospitals.

Roald Dahl Nurses join families on this journey. They provide coordination of care, emotional support, and a trusted, familiar presence both in hospital and at home. They help families feel less overwhelmed and isolated and more in control.

Our vision is that every seriously ill child deserves a Roald Dahl Nurse and fundraising is core to achieving this.

Job Description

We are looking for a confident and commercially minded new business professional to help secure corporate partnerships that enable Roald Dahl's Marvellous Children's Charity to support more seriously ill children.

This role will drive new business growth by developing and converting a pipeline of corporate partnership opportunities. You will identify, engage, and secure high-value strategic partnerships through insight-led research, compelling propositions, and tailored pitches to senior stakeholders.

Working in a structured and proactive way, you'll manage partnership pipelines and income forecasting to ensure activity delivers against ambitious targets. Collaborating closely with colleagues across the organisation, you'll help shape impactful partnerships that create meaningful long-term value for both the charity and its partners.

This role sits within the Corporate Fundraising team, alongside a Corporate Fundraising Executive and an interim part-time Fundraising Assistant, with support from the Corporate Partnerships Manager currently on maternity leave.

Key Responsibilities

- Review and revitalise an existing pipeline of corporate opportunities, which will include: undertaking detailed research to qualify prospects, progressing existing cultivation, strengthen current positioning, and progress opportunities through to cultivation, solicitation and conversion.
- Develop and deliver a structured approach to pipeline management, with an emphasis on prospect prioritisation, pipeline segmentation, and clear next steps to maximise conversion rates and long-term value.
- Proactively grow and manage the pipeline, accurately forecasting income, assessing likelihood of success, and ensuring activity is aligned to agreed income targets and organisational priorities.
- Identify, research and engage new corporate prospects through proactive outreach, networking, and relationship-building, with a focus on securing high-value, strategic partnerships.

- Using existing assets tailor them to create and compelling and bespoke cases for support, translating organisational impact into strong, commercially relevant partnership propositions tailored to corporate objectives.
- Lead the development and delivery of high-quality, tailored pitches and proposals to senior corporate stakeholders, including presentations, written submissions, and partnership concepts.
- Secure a range of partnership types, with a focus on strategic multi-year partnerships, sponsorship, and also including Charity of the Year, cause-related marketing, and employee fundraising initiatives.
- Horizon scan to identify new partnership opportunities, emerging sectors, and market trends, ensuring the charity remains competitive and relevant in a challenging external environment.
- Work collaboratively with internal teams, particularly Programmes, to align partnership opportunities with service delivery, impact, and funding priorities.
- Maintain accurate and up-to-date records of all pipeline activity, engagement, and forecasting using CRM systems, ensuring clear reporting and insight into performance.
- Contribute to the ongoing development and refinement of the corporate fundraising strategy, bringing insight from pipeline activity, market trends, and partner feedback.

Person Specification

Experience

- Proven experience in corporate fundraising, business development, or partnerships, with a track record of securing new business and income growth.
- Experience of managing and developing a pipeline, including prospect research, qualification, cultivation and conversion.

- Demonstrable success in securing high-value partnerships (e.g. five-figure+), ideally including multi-year or strategic relationships.
- Experience of developing and delivering compelling proposals, pitches and presentations to senior stakeholders.
- Experience of income forecasting and pipeline reporting, with an understanding of conversion rates and return on investment.
- Experience of using CRM systems to manage pipeline activity and supporter journeys.
- Experience within the charity sector, particularly corporate partnerships or philanthropy.
- Experience working with or pitching to large corporates or national brands.

Skills & Knowledge (Essential)

- Strong relationship-building and influencing skills, with the ability to engage and inspire senior corporate stakeholders.
- Excellent written and verbal communication skills, including the ability to translate impact into compelling, commercially relevant propositions.
- Highly organised with the ability to manage multiple opportunities simultaneously and prioritise effectively.
- Strong analytical skills, with the ability to assess prospects, evaluate opportunities, and make data-informed decisions.
- Commercial awareness, with an understanding of corporate motivations and partnership drivers.
- Ability to think strategically while delivering operationally.

Skills & Knowledge (Desirable)

- Understanding of corporate fundraising trends, including CSR, ESG, and employee engagement.
- Experience of developing cases for support or fundraising propositions.

Personal Attributes & Behaviours

- Proactive, self-motivated and results-driven, with a strong focus on achieving income targets.
- Resilient and adaptable, with the ability to work effectively in a challenging and competitive environment.
- Creative and solution-focused, able to spot and shape opportunities.

- Collaborative, with a strong ability to build relationships internally as well as externally.
- High level of integrity and professionalism, with sensitivity to the charity's mission and beneficiaries.
- Comfortable working with developing pipelines.

Other Requirements

- Willingness to travel for meetings and events as required.
- Commitment to the values and mission of the organisation.

How to apply

Interested candidates should submit a CV and cover letter outlining their suitability for the role to eddie@charitybegins.org The deadline for applications is Friday 22nd and Formal interviews will be held on 26th May.

Other Information

This job description helps the post holder to understand their main duties. It is not exhaustive, and the role's duties may change from time to time, in discussion with the post holder and consistent with the level of responsibility appropriate to the grade of the post.

- Roald Dahl's Marvellous Children's Charity is committed to safeguarding and promoting the welfare of children, young people and vulnerable adults. Confirmation of appointment will be subject to a satisfactory standard Disclosure and Barring Service check.
- The appointment is subject to the satisfactory completion of a six-week probation period.

- Roald Dahl's Marvellous Children's Charity is committed to achieving the highest standards of service and employment practice. We give equal opportunity to everyone, regardless of background. While our offices are not currently accessible for people with significant mobility difficulties, we will make all reasonable adjustments to allow the most suitable candidate to perform their role effectively.
- The post holder will have the right to work in the UK.