

Corporate Partnerships Manager

RESPONSIBLE TO: Head of Fundraising and Communications

HOURS: Full Time - Permanent - Hybrid

SALARY: £35,000-£40,000*

HOLIDAY: 10-15 days/year plus bank holidays plus 3 days over Christmas break.

PENSION: 7% non-contributory



Roald Dahl's Marvellous Children's Charity provides specialist nurses and support for seriously ill children across the UK.

Our vision is that every child, young person, and family living with a complex and lifelong health condition in the UK, has the dedicated care and support of a Roald Dahl Nurse Specialist.

In this role, you will play a vital role in achieving our ambition as you work with and forge relationships with businesses and organisations to develop high value opportunity, incentivise fundraising and charitable giving, providing outstanding stewardship and relationship management to ensure lasting, mutually beneficial relationships and a healthy, robust pipeline of business opportunity to develop.

As well as being part of our incredible charity, helping us achieve marvellous things, you will enjoy managing and motivating others and embrace the opportunity to line manage other members of the team.

KEY RESPONSIBILITIES

- Develop robust, mutually beneficial, high value partnerships with businesses across the country
- Create exciting fundraising plans and incentives to ensure engagement and participation in fundraising activity within businesses
- Maximise fundraising opportunities and deliver against fundraising targets and associated budgets
- Provide leadership and direction to a small number of line reports within the team, spanning both corporate and non-corporate fundraising roles
- Conduct monthly 1:1 reviews, training and upskilling opportunity to line reports as required.
- Ensure ongoing stewardship and support for the businesses you work with
- Pro-actively seek new high value business partnership opportunity and support with developing acquisition opportunity on lower value partnerships with line reports
- Manage a pipeline of opportunity and actively demonstrate progression of partnerships through acquisition planning
- Support the Head of Fundraising and communications where required as the second most senior member of the team.
- Collaborate across the Fundraising and Communications team to develop a calendar of key corporate fundraising events, campaigns, and activity
- Attend meetings with corporate partners and deliver presentations, feedback on fundraising outcomes, and communicate impact of support to staff at all levels. Present and pitch with confidence

- Create engaging assets and materials for charity partnership applications & proposals
- Work with the Programmes team to gather cause information, cases for support and beneficiary stories to support with fundraising applications, proposals, and impact reports.



ABOUT YOU

For this role, you must have:

- ✓ Experience of managing high value relationships
- ✓ Confidence to manage key accounts and/or projects
- ✓ Demonstrable background in managing and exceeding income targets.
- ✓ Ability to support and motivate others, providing inspirational, supportive management.
- ✓ Excellent verbal and written skills
- ✓ Ability to work under pressure and to deadlines
- ✓ The right to work in the UK

It would be an advantage if you also had:

- ✓ Experience of working with databases
- ✓ Ability to work to deadlines and juggle multiple projects.