

CORPORATE PARTNERSHIPS MANAGER

Duration:	Permanent
Salary:	Circa £42,000 per annum
Job Level:	4
Hours:	35 hours per week. Other flexible arrangements will be considered.
Disclosure Level:	Basic. This role involves no direct or indirect contact with children.
Reporting to:	Corporate Partnerships Team Lead
Team:	Corporate Partnerships, Partnerships and Philanthropy
Location:	Working from home and at 1 Westfield Avenue, London, E20 1HZ

At the UK Committee for UNICEF (UNICEF UK), we pull together to achieve the best possible results for children in danger around the world. We believe in an inclusive workplace and in the power of fulfilled colleagues who share the same values and goals, enjoy their work and are motivated to do their utmost for children.

Our work is guided by the UN Convention of the Rights of the Child (UNCRC) and the Sustainable Development Goals (SDGs), which recognise the universality of children's rights.

ABOUT THE TEAM

The award-winning Corporate Partnerships team at UNICEF UK secures and manages long term, multi-million-pound partnerships with major UK companies. Our vision is to be the partner of choice for the UK's leading companies, working hand in hand to put children and their futures at the heart of business, which is essential now more than ever.

ABOUT THE ROLE

The Corporate Partnerships Manager is responsible for the overall strategic management and programme development of a strategic portfolio of partnerships. This role manages income, expenditure budgets and key relationships at every level, as well as driving growth.

What we will expect you to achieve

- Implement (and develop, where necessary) the strategy for partnerships including a stewardship, communications and growth plan to enable the achievement of mutually beneficial objectives. Ensure the strategy remains relevant and develops across the life of the partnership.
- In charge of the day-to-day management of corporate partners, ensuring that agreed targets and objectives, including financial targets, reporting deadlines and partnership extensions, are met or exceeded wherever possible.
- Identify growth opportunities and lead on the development of new proposals to help diversify partnerships, deepen engagement and increase income.

- Deliver excellent stewardship to corporate partners that encompasses powerful storytelling, to connect them to the cause, and building strong relationships with key stakeholders to ensure a collaborative approach.
- Responsible for the budgets and KPIs for corporate partnerships income. This will include actively monitoring and reforecasting against agreed budgets and contributing to the wider Philanthropy & Partnerships Strategy.
- Develop strong internal relationships across departments within UNICEF UK and UNICEF global achieve partnership objectives and KPIs.
- Work closely with the Corporate Communications Team to develop and implement internal and external communication plans that provide brand benefit to all parties.
- Organise and lead successful international programme visits with key stakeholders.
- Demonstrate and model a commitment to our shared values, behaviours and inclusive practices (known as [Our Shared Commitment](#)) in all aspects of your work.

BEHAVIOURS EXPERIENCE AND SKILLS

This section contains the essential behaviours, experience, knowledge and skills you need, to be effective and successful in this role. All criteria in this section are essential.

Effective behaviours

Supporter driven and mission aligned

- Is committed to children and their rights and motivated to work towards achieving a world that is fit for every child.
- Considers partners' needs and pressures, balancing their expectations with doing what is right for children

Communication

- Anticipate and respond to the needs of an audience, adapting content, style, language and use of channel to deliver maximum clarity; builds credibility with senior stakeholders easily.

Decision making

- Sensitively decisive, taking time to consult with relevant stakeholders before making and communicating clear decisions and the reasons for them.

Results focused

- Prioritise and sustain focus on work that will have the greatest impact on agreed aims, systematically planning projects to maximise performance and cost-effectiveness.

Negotiating and influencing

- Use a range of approaches to gain commitment, tailoring information in terms of content and format. Maintain a win-win approach by balancing achievement of both Unicef UK's and our external partners' objectives.

Resilience

- Remain positive and quickly recover from setbacks, keeping problems in perspective. Take a solution focused approach to problem solving to succeed in difficult circumstances.

Positive Relationships

- Nurture professional relationships with colleagues at all levels and with external contacts and partners to support the achievement of objectives.
- Consult others and shares expertise, know-how and ideas with colleagues for best results.

Relevant experience

- Experience in corporate fundraising partnership management, managing and growing multiple and high value partnerships.
- Partnership strategic planning and partnership forecasting and budgeting.
- A strong track record of project management, including working closely with teams across locations/departments and bringing people with different skill sets together to achieve a shared objective.