

Senior Corporate Partnerships Manager – Job Description

We are a multi-award winning, creative and innovative organisation with an exciting vacancy to manage the Partnerships Team for a 12-month period. You will report directly to the Head of Philanthropy and Partnerships, maximising the potential of our fundraising through superb relationship management and strong proposals. You will inspire your team of fundraisers to deliver extraordinary results, increasing our income from corporate partnerships.

Results oriented, you will have strong interpersonal and management skills together with a flexible and proactive approach. This is a great opportunity for a motivated relationship fundraiser with a passion for international development to join a successful and ambitious team.

If you share our values and believe that children’s lives should not be torn apart by war, we want to hear from you.

Department:	Fundraising & Communications	Contract Type:	12-month fixed term (from Jan)
Place of Work:	Our office is in Kentish Town (NW5). This role is open to occasional homeworking.	Working Hours:	Full time is 37.5 hours. This role is open to flexible working including part time hours, compressed hours and flexi time.
Reports to:	Head of Philanthropy and Partnerships	Salary:	Circa £40,000

About us

War Child, the charity for children affected by war. We are the only specialist charity for children in conflict, delivering high-impact programmes that are rebuilding lives across Afghanistan, Iraq, Jordan, Uganda, the Democratic Republic of Congo (DRC), Central African Republic and Yemen. We understand children’s needs, respect their rights, and put them at the centre of the solution - from supporting Syrian children to access education, to reintegrating child soldiers in the Central African Republic and upholding the rights of children caught up in juvenile justice in Afghanistan. **We look forward to a world in which the lives of children are no longer torn apart by war.** This is a vision that can only be realised through the collective actions of children themselves, communities and their leaders, organisations like War Child, governments and key decision makers.

Our Values

Bold
We use our passion and creativity to deliver high quality evidence-based work designed to maximise our beneficial impact for children in conflict.

Accountable to children
Children can rely on us to respond to their voices and to treat them with respect and dignity.

Transparent
We expect to be held to account by our supporters and beneficiaries and we respond with openness and honesty

Committed to each other
We support each other and our partners to achieve ambitious goals and to be the best we can be. We are honest and open with each other, sharing our successes and confronting our challenges.

Your role

The Senior Partnerships Manager is crucial in helping raise funds and enabling our strategic growth. Reporting to the Head of Philanthropy and Partnerships, you will be responsible for growing unrestricted and restricted income through developing relationships with War Child's corporate partners (potential and existing) and writing compelling and tailored proposals to increase our reach. You will support the Head of Philanthropy and Partnerships on the overall Partnerships strategy.

As an integral member of the Philanthropy and Partnerships Team, you will bring creativity, insight and experience to team, as well as being a key voice and representative internally and externally. You will contribute to the wider Fundraising & Communications strategy by taking a lead role in cross-team projects and activities.

Your responsibilities

- To provide first-rate line management to the partnerships team. You will model excellence in management that will result in the team thriving in their roles, with high standards of performance and behaviour, and team members that are developed to achieve their best, whilst maintaining strong wellbeing. As a senior member of the Philanthropy and Partnerships team you will model these high standards of performance and behaviour to support the Head of Philanthropy and Partnerships.
- Drive and deliver the sustainable long-term growth of income from corporate partnerships – philanthropic, commercial or strategic. Monitor income and expenditure targets and provide regular progress reports and updates on performance against target using War Child's database.
- To develop first-rate relationships with partners (potential and existing) so that War Child is in a strong position to motivate and engage people into transformation levels of philanthropic giving.
- Lead, manage and motivate a team of fundraisers to succeed through making sure they are trained and skilled and have a clear understanding of their own objectives and workplan – including the division of new business and account management within the team.
- Ensure a strong and diverse pipeline of corporate partners is developed and in use (restricted and unrestricted), building up key knowledge to establish motivations to maximise income potential.
- To be a practitioner, modelling high standards of hands-on corporate fundraising to your team.
- Support the Head of Philanthropy and Partnerships on the development and implementation of department strategy, budgeting and planning.
- Maintain a culture of delivering excellent relationship management, supporting team members to develop and implement strong engagement plans for partners to generate significant income from the portfolio. This will include personal meetings, attending networking events, writing proposals, making pitches and representing War Child.
- To be the point of expertise for matters involving the gambling commission and other technical requirements of the postcode lottery.
- Take an active role, and lead where relevant, on the planning and management of key events to engage prospects and steward current partners.
- Ensure you and your team work with colleagues across the organisation to leverage War Child assets and build strong and creative partnership proposals to target CSR teams and Marketing teams.

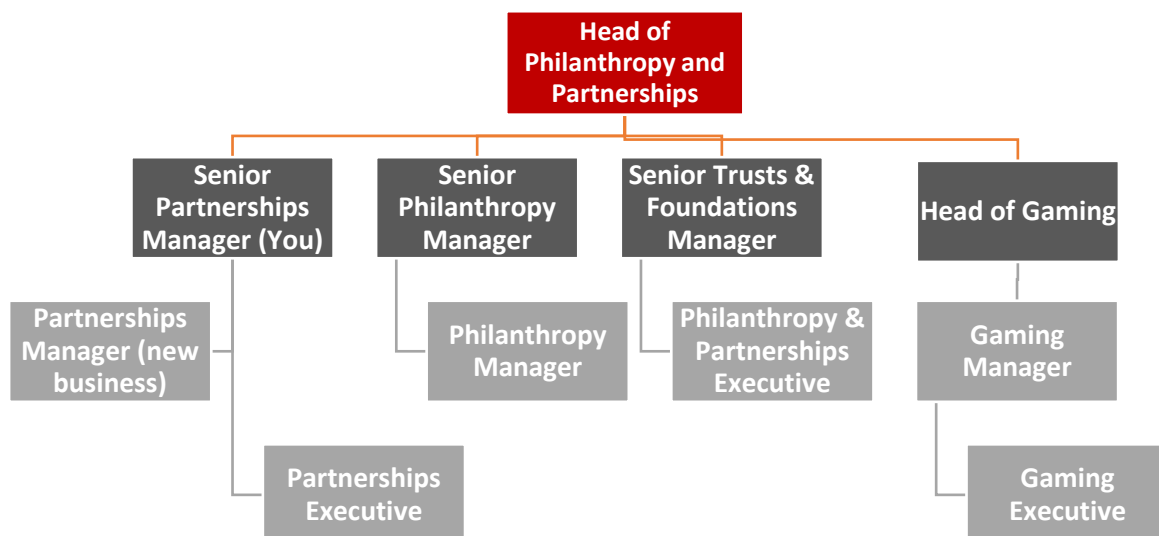
You are

- Experienced in philanthropic, commercial and strategic partnerships, ideally within an international development or humanitarian NGO so you can present War Child's work with authority.
- Able to demonstrate consistent success in achieving financial targets through account management, business development or sales.

- Experienced in working in a target led environment with a proven track record of successful fundraising results, delivering against targets (including securing six-figure gifts) and income growth.
- Experienced in planning, budgeting and monitoring performance across multiple audiences, including the management of six figure income streams.
- Solid experience of line management and a strong understanding of the principles of motivational people management and individual development.
- An excellent verbal and written communicator, confident in managing relationships at all levels, externally and internally, as well as being able to influence and negotiate. You will be highly confident in delivering pitches, presentations and speaking at events.
- Creative and innovative thinker with the ability to develop new commercial ideas and translate into action and results.
- Experience in developing corporate communications, working closely with key colleagues to ensure partners have a strong communication strategy in place and this is prioritised in the organisation.
- A relationship manager with strong networking skills at senior levels internally and externally.
- Ability to present information, verbally or in writing, including briefings and project reports to a range of audiences in a clear and confident manner.
- An excellent communicator, confident in managing relationships, influencing and negotiating as well as writing formal and informal communications
- Up to date knowledge of fundraising regulation and GDPR, and its implications for fundraising policy and practise.

All candidates for roles based in London are required to have the right to work in the UK.

Your team



Our benefits

Flexible working arrangements	28 days annual leave per year, rising to 33 with service (pro-rata for part time roles)	Range of wellbeing initiatives and training	Investment in training and development
Up to 4 paid volunteer days per year	Group Personal Pension Plan	Opportunity to participate in fundraising events	1-1 wellbeing consultations with trained counsellors
Enhanced maternity, paternity & shared parental leave	Group Life Insurance	Cycle to work Scheme	Season Ticket Loan

Child safeguarding

Our work with children to keep them safe is the most important thing we do. We are committed to the safeguarding of children in all areas of our work. Successful applicants will be expected to be compliant and sign up to our Child Safeguarding policy, which you can read here:

<https://www.warchild.org.uk/whats-happening/news/our-child-safeguarding-policies-and-procedures>

Contact information

To explore the post further or for any queries you may have, please contact: Yvette Leavy, Head of Philanthropy & Partnerships. yvettel@warchild.org.uk

For general information about working for War Child please visit: <https://www.warchild.org.uk/who-we-are/working-war-child>

How to apply

- Please download the application pack from <https://www.warchild.org.uk/who-we-are/jobs>
- All applications must be sent to recruitment@warchild.org.uk by 11:59pm on **21/11/21**
- If you would like to be a part of our team, then please send your application as soon as possible as we will be reviewing applications and interviewing on a rolling basis. We reserve the right to close this vacancy early if we receive sufficient applications for the role.
- Start date: We are ideally looking for someone who is able to start in January 2022, although we are prepared to be flexible to ensure that we recruit the most suitable candidate.
- Due to limited resources, we will contact only the shortlisted candidates

Pre-employment checks

Employment with War Child will be subject to the following checks prior to your start date:

- a satisfactory police record check to include a Disclosure and Barring Service (DBS) check and/or an International Criminal Record Check
- receipt of three satisfactory references
- proof of eligibility to work in the UK (roles based in London only)

