

Role: Corporate Partnerships Manager

Overview:

This role will join a vibrant and ambitious fundraising team made up of; major giving, trusts and foundations, prospect research, individual giving, community, events, legacies, innovation and supporter experience. The team's mission is to raise income for our three hospitals to enable them to continue their vital work. This role will make a huge difference in helping us do that.

About us

Guy's & St Thomas' Charity, Guy's Cancer Charity and Evelina London Children's Charity are part of Guy's & St Thomas' Foundation. Our collective mission is to build a fairer, and healthier society.

As part of our team, you will work alongside talented people from a mix of personal and professional backgrounds. We are a Living Wage employer and support flexible working, part-time roles and job shares. Though our ambitions are serious, this is a friendly place to work with lots of opportunities to meet and socialise with colleagues. We believe there is immense power in diversity and aim to recruit and nurture talent who think and act differently.

Job description

The opportunity	
Job title:	Corporate Partnerships Manager
Salary:	
Contract type:	Permanent
Closing date:	N/A
Interview dates:	N/A
Reporting to:	Senior Corporate Partnerships Manager
The team:	Corporate Partnerships Team

<p>Key relationships:</p>	<p>All fundraising teams including Corporate Partnerships team, Philanthropy team, Individual Giving and Legacy team, as well as fundraising supporters (the public).</p> <p>Communications, Digital, Supporter Experience, Data and Insight, Supporter Services, Trust Engagement, Trust Colleagues, and Trust Funding.</p>
<p>Overall purpose of role:</p>	<p>This role will focus on building new partnerships within the corporate sector for our three charities: Guy's and St Thomas' Charity, Evelina London Children's Charity and Guy's Cancer Charity. The postholder will identify and build a pipeline of prospective partnerships that align with the strategic fundraising priorities of the Trust. Strong emphasis will be on building and cultivating long-term high value strategic partnerships and fostering effective and productive relationships with a range of key stakeholders.</p> <p>The postholder will share team responsibility for achieving ambitious annual income targets, with opportunities to proactively lead on new initiatives, decision making and problem solving.</p>
<p>Key responsibilities:</p>	<p>Developing high-value partnerships</p> <ul style="list-style-type: none"> • To generate significant five and six+ figure partnerships to support the life changing, and lifesaving projects delivered by Guy's & St Thomas' Charity, Evelina London Children's Charity and Guy's Cancer Charity. • To employ creative and effective relationship building and networking skills to enthuse and inspire prospects to support our work. • To develop and present successful proposals to prospective partners which align with their CSR and social impact commitments. The postholder will utilise sophisticated influencing and negotiation skills to secure long-term, strategic partnerships. • To plan strategies to secure partnerships with companies at the level of £50,000+ and above. To implement these strategies by building best-in-class cultivation and stewardship and making compelling asks that will deliver multi-year funding commitments. • Play a significant role, working alongside the Senior Corporate Partnerships Manager and Head of Corporate Partnerships, in developing and delivering an ambitious corporate strategy. • To foster effective and productive relationships with key stakeholders to maximise our network of influencers from clinicians, academics, nursing staff to senior leadership at the Trust, in order to enhance the teams prospect pipeline. <p>Communication and Networking</p> <ul style="list-style-type: none"> • To use excellent communication skills during conversations with potential partners to determine areas of philanthropic interest. • To use excellent written communication skills to develop inspiring fundraising collateral and proposals that will inspire prospects to work with the Trust. • To produce thorough briefings for colleagues and senior management prior to meetings with corporate prospects.

- To work with colleagues to problem solve and find solutions and present these to senior management.

Decision making, planning and problem solving

- To be responsible for developing and implementing sector strategies within your prospect portfolio.
- To contribute to the planning, progress and promotion of current and future fundraising appeals and campaigns.

Service delivery

- To generate annual income according to agreed targets, guided by a clearly defined set of monthly key performance indicators.
- To engage prospects through appropriate cultivation and stewardship events.
- Support the Head of Corporate Partnerships to develop and deliver the strategy.
- To support other areas of the Trust priorities, as appropriate.
- Provide regular updates on individual income forecasts to the Senior Corporate Partnerships Manager and ensure any risks are identified early, and where possible, mitigated.

Analysis and research

- To work with the Prospect Research team to identify potential prospects and their areas of interest, in order to devise bespoke development plans.
- To review your prospect pipeline on a monthly basis and ensure appropriate prospect movement.
- To accurately record prospect information gathered in the cultivation and stewardships process on the database, facilitating future fundraising and stewardship activity in addition to the production of management reports.

Teamwork, teaching and learning support and pastoral care

- To contribute to the team and department's learning, where appropriate, and support less experienced members of the department.
- To work with other high value fundraising teams, including Prospect Research and Donor Relations, to ensure a coordinated approach to prospects, cultivation and stewardship.
- To assist with other campaigns and special projects as and when necessary.

Pastoral care

- To uphold and promote the department's core values.

Person Specification

What we're looking for	
Experience:	<ul style="list-style-type: none">• Proven experience of securing five and six figure partnerships between charities and private sector, or equivalent experience in commercial sales, is essential.• Experience of developing complex projects with multiple stakeholders is essential.• Experience in the public sector or charitable organisations or commercial sales.• Experience of building strong relationships with business partners, funders, and comparable donors.• Experience of working across all levels of seniority and across different departments internally and externally.
Skills, abilities, and knowledge	<ul style="list-style-type: none">• Knowledge of a Fundraising Database (e.g. Raiser's Edge) or CRM.• Ability to plan effectively and implement those plans.• Ability to plan and deliver projects within budgets and on time.• Computer literate, i.e. Word, Outlook, Excel.• Excellent writing skills and presentation skills.• Ability to present to, and influence stakeholders in person at all levels.• Ability to foster effective relationships with senior stakeholders, partners and patients.
Personal attributes:	<ul style="list-style-type: none">• Ability to work as part of a team and autonomously, using own initiative.• A team player with a collaborative working style and a clear focus on delivering outcomes.• Passionate about health care.• Energetic and enthusiastic.• Lateral thinker, creative and entrepreneurial by nature.• Strong interpersonal skills.• Willingness to attend or work at, where necessary, commitments outside of normal working hours.

How to apply

Thanks for your interest in working with us. We're working hard to ensure we recruit great people and minimise unconscious bias in our selection process. To support this, our system anonymises applicants and we use a combination of your CV and role specific application questions to assess your suitability for the role.

To find out more about the role, please contact jobs@gsttcharity.org.uk