



START SOMETHING

YOUR NEW ROLE AT THE TRUST

JOB TITLE:	Corporate Partnerships Manager	PAY BAND:
FUNCTION:	Fundraising & Marketing	Support Delivering Specialist/Managerial Technical Lead/Function Head Senior Leadership Team
THE TEAM:	Corporate Partnerships sits within the wider fundraising directorate and is responsible for developing strategic, high value partnerships that enable the Trust to achieve our mission.	

WHERE YOU WILL FIT

Director of Fundraising	Director of Partnerships - Corporate & Government	Senior Head of Partnerships	Senior Corporate Partnerships Manager	Corporate Partnerships Manager	Employee Engagement Executive
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HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

You will manage a portfolio of corporate supporters which will generate the essential income we need to transform young people's lives.

WHAT WILL YOU DO?

-  Manage a portfolio of high value partnerships, driving mutual benefit for business and young people.
-  Set the strategic direction and deliver for your portfolio, ensuring robust partnership and activity plans are in place with clear growth trajectories.
-  Effectively manage, develop and motivate team members to maximise performance
-  Ensure financial targets are met and income is received and tracked in accordance with business plans.
-  Build and maintain excellent relationships with external stakeholders at our partner organisations.
-  Lead internal project teams to deliver on partnership objectives, particularly employee engagement and marketing & communications.
-  Create high quality reports, presentations, and proposals.
-  Seek and deliver opportunities for additional value, such as commercial opportunities.
-  Maintain accurate relationship and financial records on our fundraising database to high standards in accordance with Prince's Trust policy.

THE SKILLS YOU'LL BRING

All of the roles at The Trust are key to our success and there are certain skills we need to be successful. And while we will shortlist the most qualified people for the role, we ask everyone for a supporting statement. If you think you could do the role, but don't have all the desirable experience, we would still love to see an application from you.

WE REALLY NEED YOU TO HAVE THESE

Skills & Knowledge	Why do we need this?
Strategic thinker, with the desire to manage and grow income streams.	To effectively deliver and grow our partnerships, you need to think strategically and have a vision to make real impact for young people.
Ability to inspire people at all levels of a business, particularly to have the emotional commitment to raise money for The Prince's Trust. Strong presentation skills.	You will manage a range of stakeholders and feel confident building relationships and representing The Prince's Trust at all levels.
An organised, strong project manager, with the ability to create budgets and strategic plans.	Often partnership objectives have deadlines, so you will need to be able to manage conflicting priorities effectively and build project plans.
Solid understanding of corporate/charity engagement, and what drives businesses to support.	This will enable the Prince's Trust to develop partnerships that are mutually beneficial for business and charity.
Resilience and tenacity, with the ability to work to ambitious long-term goals.	You need to be confident in managing difficult situations, persevering, and keeping long term goals in sight - this leads to strong multi-year partnerships.
Solid understanding of how to motivate and support others to get results.	As part of a team and working with a range of internal stakeholders you'll need to be skilled in managing and motivating others to deliver successful partnership results.
Experience	Why do we need this?
Corporate partnerships or client management experience, including managing complex, high value partnerships with a focus on employee fundraising.	You will be managing a high value, complex portfolio of partners expected to raise significant funds for The Prince's Trust.
Demonstrable experience of growing income over time and seeking out new opportunities.	Your objectives will be set around setting and achieving income targets.
Proven experience of managing fundraising or marketing campaigns in a corporate environment.	You'll need to understand and promote how businesses and charities work together.
Experience of leading and motivating team members to drive shared results.	We are a collaborative team working towards a common fundraising goal.

WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience of leading projects across large, multi-regional organisations.	The Prince's Trust is a large, multi-regional organisation, this is advantageous in gathering support for partnership projects.
Experience of working with young people and volunteers.	Understanding the work, we do will be useful.
Skills & Knowledge	Why do we need this?
An understanding of the fundraising activities that suit different sectors and what drives corporate behaviour.	An understanding of the sector will be useful in understanding where we can partner.

WHAT DO WE EXPECT FROM YOU?



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OUR VALUES

Our values are at the heart of everything we do – they articulate who we are and how we work together to achieve our aims to help young people.

 Inspiring We lead by example	 Approachable We are open minded and value diversity	 Empowering We enable positive change	 Non-Judgemental We focus on the potential, not the past	 Passionate We are absolutely committed to supporting young people
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Here at The Prince's Trust, we're committed to equality, diversity and inclusion. We want to be an organisation that's representative of the communities we serve, which is why we strive for diversity of age, gender identity, sexual orientation, physical or mental ability, ethnicity and perspective. Our goal is to create an environment where everyone, from any background, can be themselves and do the best work of their lives.

We're a Stonewall Diversity Champion and we are Disability Confident employer. Our staff, volunteers and young people are supported by PT CAN (our Cultural Awareness Network), PT GEN (Gender Equality Network), PT DAWN (Disability & Wellbeing Network) and Pulse (LGBT Network). For more information, [click here](#).

OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works in at a specialist/managerial level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
You inspire others through passion for what we do You keep young people and our end goal in mind You build trust in others through reliability and holding self-accountable for success Resilient in the face of challenges, not taking constructive criticism personally You're authentic and bring unique talents to work, encouraging others to do the same You role model integrity and act according to our Values	You champion change initiatives and help others see the benefits and opportunities You take an entrepreneurial approach to improving how we do things You seek opportunities to enhance own development and build expertise You role model a positive and constructive approach to giving & receiving feedback You support others in adapting to change	You're approachable, clear and assertive You cascade important and relevant information to others clearly and swiftly You treat people as individuals, tailoring communication and influencing style accordingly You communicate difficult messages and challenge others' thinking effectively You listen to and empathise with others to understand the root of situations before responding	You role model effective and mutually supportive teamwork with colleagues You manage the expectations of others, gaining buy-in where required You share knowledge and information You build and invest in relationships across The Trust You use awareness of how your own team fits within the wider organisation to find solutions	You translate The Trust's long-term vision and strategy into actionable plans & targets You take responsibility for making and implementing logical, data-based decisions You're flexible and responsive as priorities and requirements change You seek solutions and solve problems, empowering others to do the same

THE WELFARE OF OUR YOUNG PEOPLE

The Prince's Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. As part of this commitment we undertake basic disclosure checks in accordance with the Codes of Practice for all roles within the Trust, and for our roles working directly with young people, at an enhanced level. Having a criminal record will not automatically exclude applicants.