

Corporate Partnership Manager



Hours of work: Full Time, 36 hours per week (4 days per week considered or with full time working compressed into four days per week)
Location: London
Department: National
Full Time Equivalent (FTE) salary details: £40,000 per annum
Advertising end date:

Fixed term role for 12 months

As a Corporate Partnership Manager will be responsible for developing and implementing a corporate strategy, building new long-term corporate partnerships and account managing our larger existing partnerships, as well as line managing a corporate partnerships executive.

Read further to find out about whether this role is right for you.

For more information about KIDS please visit www.kids.org.uk.

Our vision is a world in which all disabled children and young people realise their aspirations.

What We Do



KIDS are a national charity, founded over 48 years ago, providing a wide range of support services to disabled children, young people and their families. We support children with any disability from birth to 25 years of age. We also offer our support to the whole family with the aim of giving disabled children a brighter future.

“Your involvement with my family has meant huge practical help during a difficult time. I think the key thing is that KIDS does stuff with and for the whole family, not just the child. I am sure that yours is the kind of service that helps prevent family break up as a result of the strains that a child with a disability brings.”

We cannot change a diagnosis and we cannot cure but we can, and we do, make a very real difference to the lives of families with a disabled child through high quality, practical and tailored services delivered by dedicated professional staff. KIDS provides over 120 different services and works with 80 local authorities throughout England. **In 2017-2018 we supported over 15,000 disabled children, young people and their families.**

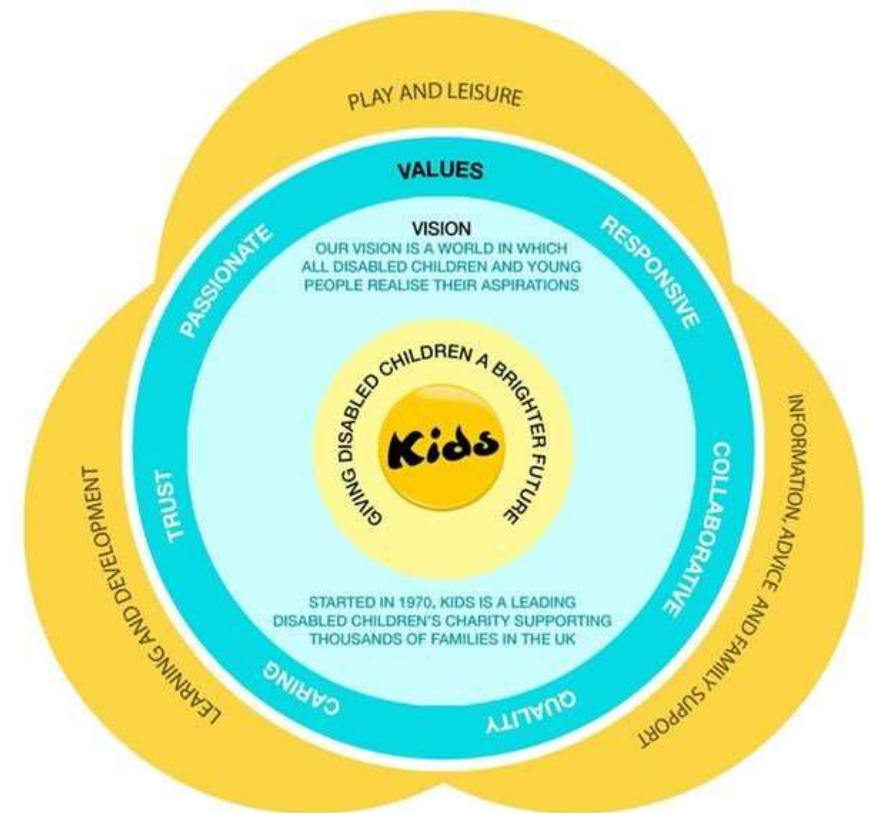
Our values

We are passionate
We are collaborative
We believe in quality
We are responsive
We are caring
We are trusted

We are passionate about making a life-changing, positive difference to the lives of disabled children, young people and their families. Everything we do places the child at the centre of our support, our services then focus on providing care, which wraps around the child within their family.

To learn more about our corporate strategy, please visit
<https://www.kids.org.uk/Pages/FAQs/Category/trustees>.

Our values underpin the work that we do with children, young people, and families in three main areas of their lives — we call these our “circles of support”.



What You Can Expect



Our services

KIDS was established in 1970 by John Mulcahy, a teacher who had become concerned about the development of a disabled child in one of his classes. Looking to improve communication with the child.

John turned to the child's mother for guidance. This sowed the seeds of working in partnership with parents and carers to enable disabled children and young people to develop their skills and abilities and to fulfil their potential, hopes and dreams.

KIDS are a charity which has pioneered a number of approaches and programmes for disabled children and young people. These include Home Learning (Portage), Parent Partnerships, Adventure Playgrounds and the inclusion of disabled children in mainstream educational settings.

KIDS has a rich history and vast experience of meeting the needs of disabled children and young people and families. Therefore, KIDS is well-placed to play a leading role supporting the development of policy affecting this important group in society.



Our benefits

Here at KIDS we want you to know that you are valued, and that we are committed to your safety and wellbeing. Our benefits include:

- Access to KIDS Virtual College: our wide range of interactive e-learning training courses which carry CPD points
- NEST Pension Scheme
- Life Assurance after 6 months service
- Employee Assistance Programme (EAP) to support with Health and Wellbeing
- Strong sense of achievement from doing meaningful work
- Generous holiday entitlement
- Extra week of holiday after 4 years' service
- We are happy to talk flexible working

'Being given the opportunity to make a positive impact on a young person's life' - Ollie, Assistant Practitioner

Job Description



Overall Purpose of Role

To generate income through corporate fundraising from securing new business partnerships and account managing existing partnerships to meet specified income targets.



Key Relationships

Internal

- Trusts and Corporate Fundraisers and Director of Fundraising
- Regional fundraisers and Regional staff teams where applicable
- Liaising with Marketing Coordinator

External

- Marketing teams, Corporate Social Responsibility Teams, Corporate Charity Committees etc
- These relationships will impact on the generation of new income revenue streams for KIDS

Working Context

- New business development can be mentally tiring but at the same time very rewarding
- Although much of the ground work will be the responsibility of the post holder they will be highly supported by the Director of Fundraising and the corporate partnerships executive,

Key Responsibilities



- Responsible for the successful development of new corporate supporters and to proactively secure project funding and unrestricted income.
- To account manage existing large corporate partnerships, maximizing their collaboration and income potential.
- Securing multi-year, high-value funding from corporate trusts and foundations.
- Identify and apply for new charity of the year partnerships that fit with KIDS strategy.
- Research and build sponsorship and cause related marketing (CRM) partnerships.
- To support the Events team in encouraging partners to form staff teams to participate in fundraising and challenge events.
- Target corporate support through third party and “in aid of” event fundraising.
- Seek pro-bono support for agreed KIDS projects and services
- Working with the Director of Fundraising to develop the corporate fundraising strategy and identify opportunities.
- To manage the corporate team to achieve and exceed corporate fundraising targets that will generate income of over £300,000 from new and existing corporate partners.





Key Responsibilities

‘The staff are really friendly and create a nice atmosphere to work in’ - Sarah, Assistant Practitioner

- Support and promote the One Team KIDS ethos by working closely with Regional teams to ensure shared best practice and standardisation across all operations.
- Demonstrate and role model KIDS values at all times.
- Promote a culture of safeguarding in all interactions.
- Champion the use of technology within KIDS.

We expect you:

1. To be familiar with and fully comply with all KIDS policies and procedures including child protection, safeguarding, health and safety, confidentiality and partnership.
2. Perform tasks as required commensurate with your grade and experience.
3. Occasional travel may be required.

Other Responsibilities

You are responsible for maintaining the confidentiality of materials from all systems both electronic and paper and you may not remove from the premises any hardware, software, files, photographs or data without written permission unless agreed by your Line Manager/ equivalent as part of the execution of your normal duties.

Sharing the responsibility for ensuring that the organisation stays in touch and synchronised across the country.

KIDS is committed to safeguarding and promoting the welfare of children and young people and also expects for all staff and volunteers to share this commitment. All children and young people we work with must, at all times, feel safe.

Person Specification



Proven Ability

To be able to carry out this role it is essential that you have the following characteristics:

- At least 2 years' experience in a corporate fundraising role.
- Proven track record of securing high level corporate partnerships or gifts.
- Extensive experience of account and project management – building and maintaining successful relationships with corporates, maximising their potential.
- A highly proactive approach to researching and initiating new business opportunities.
- Ability to plan, organise and work under own initiative and to meet agreed deadlines by prioritising and managing own workload.
- Excellent written communication skills to include effective proposal writing and correspondence with internal and external audiences.
- Excellent interpersonal skills including the ability to persuade, motivate, network and negotiate effectively.
- Ability to deliver inspirational presentations to a variety of audiences clearly, concisely and confidently.
- Excellent knowledge of Corporate fundraising techniques.
- Up to date and familiar with Codes of Fundraising practice set by Institute of Fundraising and the Fundraising Regulator.

Education/Qualifications

- Degree level, able to show experience required for the role



Person Specification



Desirable criteria

To be able to carry out this role it is desirable that you have the following characteristics:

- Experience of working in a Corporate Fundraising team for a national charity.
- Experience of developing and implementing strategic fundraising plans.
- Experience of line management.
- Cause Related Marketing knowledge.
- Experience of developing corporate strategy and managing budgets.



Other Requirements

- Some out-of-hours work will be required for this role
- Drive and determination
- Creative and quick thinking with a willingness to contribute ideas

Thank you for choosing KIDS. We look forward to receiving your application.