**Corporate Partnerships Manager**

**Core purpose:**

To help us achieve our mission by securing and growing mutually beneficial corporate partnerships and unlocking the significant potential of our Fostering Friendly employers scheme.

**Key areas of responsibility:**

* Secure new long-term strategic corporate partnerships
* Deliver and strengthen our Fostering Friendly employers scheme
* Maximise income and value from our current corporate partners
* contribute to our corporate partnerships strategy and action plans

**Position reports to:** Head of Fundraising and Development

**Hours per week: 35**

**Location: Flexible**

**Status:** Permanent

**Salary:** Band F: £37,000 - £42,000

**Main Duties:**

* Deliver against our corporate partnerships strategy, building on recommendations from a recent external review by the Remarkable Partnerships consultancy
* Work with the Head of Fundraising to draw up and refine short and mid-term action plans
* Secure new corporate relationships over three years to agreed targets including long-term, strategic and transformational partnership
* Work with the Head of Fundraising and other teams (Comms and Marketing, Learning and Development, Membership) to improve on and deliver on our package of benefits to Fostering Friendly employers, including events, marketing materials, communications and L&D products
* Refine, and communicate the value of our offer to companies
* Convert Fostering Friendly subscribers to a new paid for model, to agreed targets
* Work independently and also closely with the fundraising team on highly engaging new fundraising activities targeted at employees of corporate partners
* Contribute to the review, evaluation and reporting on our corporate partnerships work
* To contribute to the success of the fundraising team in other areas as required

**Key competencies required for the role**

**Essential**

* A strong track record of securing and delivering on successful corporate partnerships (or relevant equivalent), particularly in acquiring new businesses.
* Excellent communication skills with stakeholders at all levels.
* A commitment to improving life for children who are fostered.
* Ability to manage and deliver projects, including event management.
* Experience of producing high-quality written materials, including supporter communications.
* Ability to represent The Fostering Network to the highest standard.
* Commitment to equality diversity and inclusion.
* Ability to manage your own work within agreed time frames to the highest standards
* A team player who enjoys collaborating with, and learning from, others.
* Excellent IT skills, including experience of using a Customer Relationship Management database.

**Desirable**

* Relevant training or professional qualification
* Experience of successful corporate fundraising for a charity
* Experience or understanding of children’s social care