Job Description for Corporate Partnerships Manager

Reporting to: Director of Fundraising and Communications

Location: Hybrid: City location three to four days per week and one day per week at Variety head office in Camden with hybrid working

Fixed Term: February 2027 – February 2029

Salary: £50,000pa

Hours: 9am-5am

ABOUT THE ROLE

Variety has been chosen as Charity of the Year by one of the most sought-after corporate partners in the sector. We are looking for an energetic, organised Corporate Partnerships Manager to lead this two-year, six-figure partnership. You will inspire thousands of employees to raise money and help change the lives of disabled and disadvantaged children in the UK.

This is a new role and you will spend three to four days in the partner's office, working alongside the CSR and events team. You will be the face of Variety across the business and the first point of contact for employees to get involved in fundraising, volunteering and supporting the Charity of the Year.

This role is key to achieving Variety's mission to fund life-changing practical support to disabled and disadvantaged children and young people across the UK. You will be joining Variety at an exciting time alongside a great team and will play a key role in our collaborative and high-performing team.

ABOUT VARIETY

In the UK, there are more than 1.3 million disabled children and over 4 million children living in poverty. Variety exists to improve their lives. We believe every child has a right to live their best life and reach their full potential, whoever they are. We fund and deliver life-changing programmes that enhance quality of life and give children and young people across the UK a better future.

Over the past 75 years we have supported over one million children by funding almost 6,000 Sunshine Coaches, almost the same number of wheelchairs, and giving thousands of grants to individual children, schools, youth clubs and other organisations for specialist equipment.

In addition, each year thousands of children take part in day trips, special events and educational activities as part of our Variety Great Days Out programme and every single day we are improving more young lives. We do it with practical, tangible help, that makes a real and immediate difference.

KEY RESPONSIBILITIES

- Manage a sector-leading, Charity of the Year partnership, with first-class stewardship for two-years, from launch to close.
- Build strong relationships across the partner's business, using your influence and experience to make sure everyone fundraising for Variety feels supported.
- Work closely with the partner and Variety colleagues to make the partnership a success, and an award-winning partnership across the sector.
- Deliver a fundraising plan for an engaged workforce of more than 7,000+ people, including a year-round calendar of challenge, social and digital fundraising events.
- Create and manage volunteering opportunities that give staff teams meaningful ways to give their time to Variety.
- Attend fundraising and awareness events, giving talks that inspire teams with Variety's work and the difference their support makes.
- Lead integrated internal communications, making it easy and exciting for staff to get involved.
- Share regular case studies, updates and impact reports that show supporters what their fundraising achieves.
- Track income, manage the budget and reforecast throughout the partnership.
- Keep account plans and Salesforce up to date, covering fundraising, communications, finance and impact, and meet all key deadlines.
- Take part in Variety staff and fundraising team meetings and contribute to Variety's wider fundraising strategy.
- Attend Variety events and presentations, representing the charity outside of the partnership when required.

SKILLS, KNOWLEDGE AND PERSONAL ATTRIBUTES

Essential

- Five years' experience working on a charity corporate partnership
- Experience managing five or six figure partnerships at a national level

- Experience of excellent donor stewardship
- Good writing and communication skills
- Good organisational skills and multi-tasking during busy periods
- Enthusiastic, energetic, self-motivated and passionate about the Third Sector

MAIN BENEFITS, TERMS AND CONDITIONS

25 days holiday (we also normally give between Christmas and New Year off, but this is not contractual). In addition, after one year's continuous service, there will be an extra two days annual holiday for every complete year of service, up to a maximum of five days' extra holiday. Pension 7%, Life Assurance 4% of annual salary, Company sick pay scheme, medical cover.

HOW TO APPLY

Please submit your CV with a cover letter explaining why you would make a great candidate for this role and how you meet the job description. *We encourage you to apply as soon as possible if the role looks of interest as we will be interview on a rolling basis*. Applications will close at 12noon on Wednesday, 9 December 2026.

Please let us know if you have any accessibility requirements or need any adjustments for the interview.

EQUALITY DIVERSITY AND INCLUSION

Inclusion is one of our key values and it is our ambition to recruit great people from diverse communities. We welcome and encourage applications from suitably qualified candidates regardless of age, disability, sex, gender reassignment/identity, sexual orientation, pregnancy/maternity and or marriage/civil partnership status, race, religion or belief. Please let us know if you have any access requirements which we might need to consider in relation to the selection process.