

Job Description for Senior Corporate Partnerships Manager

Reporting to: Director of Fundraising & Communications

Salary: £50,000+ (Based on experience)

Location: Variety HQ, Camden Town, London (hybrid working, 3 days in the office per week)

Hours: 9am to 5pm

ABOUT THE ROLE

Variety is looking for a Senior Corporate Partnerships Manager to join the fundraising team as we are launching an exciting new multi-year partnership later this year. This role is a new position at the charity to support our ambitious growth to deliver award winning partnerships and raise money from corporate supporters, who are key to achieving our mission to fund life-changing practical support to disabled and disadvantaged children and young people across the UK.

You will be joining the charity at an exciting time as we are launching a three-year strategy to drive growth with lots of new fundraising plans in place alongside a great team and a new Director of Fundraising. You will have a portfolio of large partnerships to manage, and with your experience you will support the delivery of the corporate new business strategy, ensuring we maximise leads from all of our high-profile events. You will play a key role in our collaborative and high-performing team and grow your own team as required to deliver the partnership strategy.

ABOUT VARIETY

In the UK, there are more than 1.3 million disabled children and nearly 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 their 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

- Lead account management of corporate partnerships, delivering first class stewardship, increasing engagement and supporting delivery for maximum potential for Variety
- Develop business leads to populate the corporate pipeline working with the new business manager, Director of Fundraising and CEO, for coordinating new business approaches
- Manage the largest national partnerships at Variety with integrated comms plans, staff and customer engagement and impact reporting
- Keep account plans and Salesforce, fundraising, communications, finance and impact reporting up to date, ensuring we meet key deadlines
- Attend Variety fundraising and awareness events, maximizing engagement opportunities for corporate partners and building relationships with supporters, while working closely with the services and communications team
- Manage budgeting of income from partners and reforecasting income
- Collaborate with the programmes team to plan our corporate partners Sunshine Coach presentations, Great Days Out, and visits to partner schools
- Coordinate staff volunteering for corporate partners when available
- Represent Variety externally at events and cheque presentations
- Participate in staff meetings, fundraising team meetings and contribute to the success of Variety's fundraising strategy

SKILLS, KNOWLEDGE AND PERSONAL ATTRIBUTES

Essential

- Five years' experience working on a charity corporate partnerships team
- 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

HOW TO APPLY

Please submit your CV with a cover letter explaining why you'd make a great candidate for this role.

Applications will close on Wednesday, 30 July at 5pm with interviews taking place week commencing 4 August and 11 August. For an informal chat or questions about the role feel free to contact Lindsey Cape on: lindsey.cape@variety.org.uk

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

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 2 days annual holiday for every complete year of service, up to a maximum of five days' extra holiday.

Pension 7%, Life Assurance 4 x annual salary, Company sick pay scheme, Medicash.

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.