Job description

Post  Corporate Partnerships Manager
Grade  7
Hours  35 a week
Accountable to  Commercial Director
Accountable for  Corporate Partnerships Officer

The King’s Fund is an independent charity working to improve health and health care in England. We help to shape policy and practice through research and analysis; develop individuals, teams and organisations; promote understanding of the health and social care system; and bring people together to learn, share knowledge and debate. Our vision is that the best possible care is available to all.

Our values

As an organisation we expect everyone to demonstrate an understanding of and apply our workplace values. Our vision, mission and values can be seen at: http://www.kingsfund.org.uk/about-us/our-vision-mission-and-values

Job purpose

To increase its impact and reach, The King’s Fund raises additional income and support from a variety of sources. As such, fostering effective corporate partnerships and wider partnership working is an increasing priority for the Fund.

The strategy combines a core corporate partnership programme with sponsorship and wider partnership agreements for specific projects and products with other charities, charitable trusts and statutory organisations.

Working with senior colleagues across the Fund, the post holder will help shape projects, products and communications with key stakeholders, as well as bringing in significant income to support our important work.

Main responsibilities

Strategy and planning

Lead The King’s Fund’s approach to securing income from the private sector.

Develop and implement a robust and innovative strategy to generate funds from corporates to meet challenging income targets.

Work with the chief executive and directors to agree the balance and nature of external support across our work areas, feeding into corporate business planning.

Relationship management

Build contacts and gather intelligence to improve our understanding of the corporate sector and the opportunities for engagement.
Identify potential new sources of corporate funding and research thoroughly, concentrating on the corporate social responsibility policies and sponsorship programmes of companies.

Negotiate favourable partnerships, agree rights/benefits and oversee contracts until signed.

Develop and manage ongoing relationships with corporate partners, helping to ensure positive engagement, as appropriate, between corporate partners and key Fund staff.

**Governance and management**

Develop systems and policies to help protect and foster our excellent reputation for independence, high-quality, and expertise, ensuring we are aware of and meet all relevant codes of practice for fundraising.

Co-ordinate and support the work of Policy and Leadership in developing partnerships and securing funds to support key projects and products across the Fund; in particular to co-ordinate approaches to external organisations in order to avoid duplication and ensure coherence.

Working with the Sponsorship Manager and other colleagues, promote and secure event and product sponsorship, ensuring effective contractual arrangements are in place and are delivered.

Set income and related targets in conjunction with the Commercial Director and ensure they are met.

**Management of people and resources (as applicable to the role)**

Effectively manage people by building a high-quality working relationship and providing a blend of support, development and performance management that enables the individuals you manage to work at their best.

Effectively recruit and select staff in line with the Fund’s recruitment and selection processes, ensuring that their individual values and behaviours align with the values of the Fund.

Ensure that your style of people management is consistent with the Fund’s model for people management and that all the required processes including induction, appraisals and ongoing one to one’s are in place.

Ensure that relevant systems are in place to maintain effective communication within your team and with others across the Fund.

Ensure that the organisation’s business and information systems are utilised for the benefit of the team, Directorate and Fund.

Manage finances in compliance with related policies and procedures.

Effectively manage project/business performance by planning, co-ordinating, delivering, evaluating and communicating as appropriate.

**Strategic Leadership**

Demonstrate effective leadership consistent with the Fund’s values and its wider work on leadership in the health and care system.
Other

Actively learn and develop to stay up to date with developments in your area of expertise and to meet the changing needs of the job, team and organisation by participating in appraisal and appropriate learning activities.

Encourage and support the development of others, your team and the organisation by engaging in and contributing to the Fund as a learning organisation and to its positive culture.

Undertake any other duties that may reasonably be required, which are commensurate with the grade of the job, in furtherance of the objectives of the Fund.

Ensure compliance with The King’s Fund’s policies, procedures and your contract of employment.

Person specification

Supporting Evidence

In the supporting evidence of your application form, you must demonstrate your experiences, skills, abilities and values by giving specific examples for the criteria within the person specification.

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<tr>
<th>Essential</th>
<th>Desirable</th>
<th>How Tested</th>
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<tbody>
<tr>
<td><strong>Training &amp; Qualifications</strong></td>
<td>Educated to degree level or equivalent</td>
<td>Good knowledge of UK health and social care sector.</td>
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<td><strong>Knowledge &amp; Experience</strong></td>
<td>Substantial experience of working at a senior level in fundraising or within business in relationship management roles</td>
<td>Application</td>
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<td>Demonstrable success of securing new income through business development</td>
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<td></td>
<td>Experience of working in cross-departmental teams or structures to deliver projects</td>
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<td>Experience of managing and developing people</td>
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<td>Experience of managing projects/programmes of work and their associated finances</td>
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<td><strong>Skills and Abilities</strong></td>
<td>Strong entrepreneurial skills</td>
<td>Able to facilitate group discussions</td>
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<td>Able to work collaboratively and sustain effective working relationships with diverse colleagues, partners and clients</td>
<td>Able to give high quality presentations to a range of audiences</td>
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<td>Able to organise their own work and time productively.</td>
<td>Able to prioritise and plan the work of others</td>
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<td>Understands The King’s Fund’s values and their application to this role</td>
<td>Keeps abreast of current thinking in relevant area</td>
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1. Commitment to purpose and independence
2. Collaborative and supportive
3. Positive and engaged
4. Strive for excellence
5. Act with integrity
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</table>
| ▪ An appreciation of the work of the Fund and this role's contribution  
▪ Able to influence at all levels  
▪ Attention to detail and the ability to ensure all outputs are of the highest quality. | ▪ Able to coach and provide feedback to others | |

| Personal Qualities | | |
|-------------------|-----------------|
| ▪ Able to demonstrate leadership qualities  
▪ Committed to providing a high standard of work and continuous improvement  
▪ Appreciates the value of diversity  
▪ Committed to continued learning and supporting the learning of others  
▪ Willing to accept responsibility, opportunities and leadership appropriate for the role  
▪ A flexible approach to their role and to change  
▪ Tactful and assertive; able to communicate at all levels in a complex environment  
▪ Ability to motivate and co-ordinate the activities of staff and contributors at all levels  
▪ Able to tackle challenges constructively, and find creative ways forward | ▪ High level of self-awareness  
▪ Personal credibility  
▪ Emotional resilience | Interview |

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