

# Corporate Partnerships Manager

## Job description and person specification

Imagine being told that you, or someone you love, is losing their sight. In that moment, two profound questions demand urgent answers:

- Can this be stopped?
- How will I live my life?

We exist to answer these questions.

Currently, research into preventing and treating sight loss is chronically underfunded, receiving a mere 1.2% of publicly funded health research grants: people who are blind or vision impaired are three times more likely to experience loneliness and isolation than the general population.

We do not accept this.

We find and fund the brilliant minds and bright ideas that put change in sight. Our researchers are at the forefront, making breakthroughs and discoveries that will prevent, treat and detect eye disease. The partnerships we build and initiatives we support are changing life for blind and vision impaired people.

We are Fight for Sight: we won't stop until we: **Save Sight. Change Lives.**

We have a clear ambition and have the support of [well-respected and highly engaged ambassadors](#). We are now looking for experienced, committed, and creative individuals to join our dynamic team to help realise our five-year growth strategy. **You'll be part of something impactful; we'd love to hear from you.**

The Corporate Partnerships Manager will play a crucial role in the future growth of our charity and the impact that we achieve through partnership for people with sight loss. We are looking for an experienced new business fundraiser with a solid track record of growing income generating partnerships, donations and sponsorship from companies.

This role will lead on identifying and initiating relationships with prospective corporate donors and nurturing existing relationships to grow income significantly. You will line manage a Partnerships Officer and have support from a shared Partnerships Assistant.

**Responsible to**

Director of Development

**Direct reports**

X1 Partnerships Officer

**Working hours and contract**

This is a permanent full-time role, 35 hours a week. We will consider part-time and flexible arrangements.

**Salary**

£44,000 - £47,000 (dependent on experience)

**Location**

Aldgate E1 and hybrid working. Two days in the office and external meetings and events as required.

**How to Apply**

**Please submit your CV and a covering letter to:** [recruitment@fightforsight.org.uk](mailto:recruitment@fightforsight.org.uk) with subject header: **Corporate Partnerships Manager application**

Note that your covering letter should include a supporting statement (max two pages) comprising why you think you are an ideal candidate for the role, and **must be based on the skills, knowledge and experience described in the person specification below.**

**Closing date for applications:** Rolling

Early applications are encouraged. We will be interviewing on a rolling basis; therefore, we will close the vacancy as soon as we have found the right candidate.

**Interview dates:** From 16<sup>th</sup> June onwards

**Important note:** All applicants must have the Right to Work in the UK. Unfortunately, we do not have a sponsoring license for non-UK employees which means that if you do not have a current, valid UK working permit, please do not apply, as we will not be able to consider your application.

## **Role Responsibilities**

### **Priorities include:**

- Developing and delivering a corporate fundraising income plan across, Corporate Donations, Corporate Grants, Charity of the Year, Sponsorship, Cause Related Marketing, Payroll Giving, Gifts in Kind and Pro Bono relationships.
- Develop and implement inspiring stewardship events.
- Work closely with High Value Team and Retail Partnerships colleagues to maximise cross team opportunities.

### **Income growth:**

- Grow the corporate new business pipeline with a balanced focus on long term income generating partnerships.
- Develop and implement new fundraising products, especially hybrid, to drive income from existing partners and new prospects. This will include challenge events and employee-led fundraising opportunities.
- Maximise income from existing corporate partners (and links through trustees, vice presidents, community, and major donors) through a clearly defined programme of research, networking, applications and excellent stewardship.
- Along with senior colleagues, represent the new organisation at virtual/ face-to-face meetings with existing partners and prospects, successfully engaging them with our emerging aims and objectives.
- Involve senior colleagues, trustees and other key stakeholders to open networks and support cultivation plans to ensure that peer-to-peer approaches are maximised.
- Using a wide array of digital and traditional channels to steward through storytelling and to thank.

### **Research:**

- To direct the work of the shared Partnerships Assistant in researching, identifying, and maximising the potential of new corporate prospects using information held within the supporter databases as well as external sources such as LinkedIn, and business press.

### **Relationship building:**

- Ensure all corporate relationships receive exceptional stewardship and that appropriate cultivation plans are developed, maintained and implemented – in particular, quality and timely reporting of impact achieved against funding provided.
- Build relationships with key decision-makers and influencers within current and potential corporate partners to embed the organisation as a charity with a strong reputation for meeting the needs of corporate supporters.
- Plan and organise opportunities for funders to view the impact of their funding first-hand, ensuring all safeguarding procedures are followed and met.

- Support the Chair, CEO and Director of Development to develop senior relationships with funders where appropriate, including support with arrangement of cultivation events, project visits and meetings through excellent research and timely briefing.

#### **Collaboration with colleagues across the organisation:**

- Facilitate and encourage new leads by building warm links with colleagues and coordinate relationship management between teams to ensure most appropriate relationship for the donor.
- Work with fellow fundraisers to run virtual and face to face events throughout the year to provide opportunities to thank our current corporate supporters and engage new prospects.
- Collaborate with other members of the department to ensure corporate work is integrated across fundraising with all opportunities maximised.
- Work closely with the Marketing and Communications team to create toolkits and materials for corporate relationships to maximise fundraising opportunities.
- Work with the Marketing and Communications team to develop on brand presentations for prospective and existing partnerships.
- Work with the Grants and Impact team to identify projects that would be of interest to current and prospective corporate donors in order to prepare high-quality tailored proposals.

#### **Reporting:**

- Compile comprehensive and compelling progress and impact reports to feed back to donors in a timely fashion.
- Monitor income and expenditure to ensure sound ROI on all activities.
- Ensure accurate records of all relationships are maintained on the supporter database.
- Regularly report to senior leadership on agreed KPIs and income achieved and forecast.

#### **Leadership & management:**

- Work as part of the fundraising management team, alongside the Director of Development and other high value team colleagues to deliver and implement the strategy.
- Seek out opportunities within the for profit and NFP sectors to raise awareness of our cause and aims.

#### **Other:**

- Become fully conversant with the aims and objectives of the charity.
- Keep up to date with developments in the sector, business industry and key new initiatives in our field.
- To always work in compliance with the Fundraising Regulator's Code of Practice and data protection legislation.

## Person specification

Desirable skills, knowledge & experience:

- Strong evidence of experience and success of corporate fundraising or within a face-to-face sales role
- Proven track record of securing gifts/ sales more than £50,000.
- Liaising at all levels with the ability to motivate and inspire others to support financially.
- Matrix managing colleagues to achieve collectively.
- Experience of designing and delivering high impact stewardship programmes and delivering high value corporate partnership events.
- Demonstrable success in writing successful funding proposals and reports.
- Proven experience of devising budgets and project plans whilst also delivering and reporting against them.
- An effective and confident networker, with an ability to build high level relationships with a diverse range of stakeholders.
- Track record of managing complex relationships with funders/ clients, involving sophisticated reporting and stewardship.
- Experience of implementing new fundraising/ income generating strategies.
- Effective time-management skills with the ability to manage conflicting priorities to meet planned and unplanned demand, ensuring that deadlines are met.
- Understanding and experience of working within the requirements of the Code of Fundraising Practice and data protection legislation.

## Personal qualities

Required:

- An understanding of and commitment to the sight loss community.
- An accomplished storyteller, adept at using the latest statistics and data to evidence need and impact whilst maintaining an engaging and human tone of voice.
- Excellent financial fluency.
- Flexibility and a practical, can-do attitude.
- Highly motivated and able to juggle a varied personal workload.
- Positive, friendly, polite and supportive of others.
- Excellent listening skills and high emotional intelligence, with the ability to think creatively and quickly to make a convincing case for support.
- Ability to identify new fundraising initiatives, assess likelihood of success and impact on resources, develop appealing cases for support that match donor interests to funding needs/projects.
- Excellent accuracy and attention to detail.

Desirable:

- Experience in a medical research, social impact, or disability work environment.
- Knowledge and experience of managing Appeals.
- Working as part of a team on Fundraising Galas/Balls.

## **Flexibility**

The role description is a general outline of duties and responsibilities and may be amended as we grow. The post holder may be required to undertake other duties as may be reasonably required from time to time.

## **Employee benefits**

We value our staff and volunteers and want to make sure that they are supported in their work. Other benefits we also offer are:

- A great team and a supportive culture
- Employer pension contributions matching up to 10%, and death in service cover
- Generous parental leave
- Flexible/hybrid working options
- Apprenticeships scheme, study leave, financial support for training & development
- Cycle to work scheme, eye test vouchers, a staff loan scheme, access to an Employee Assistance Program
- An active Social Committee and staff events

## **Application & Interview process**

See above (page 2) for How to Apply. Please note that we value the authenticity and individuality of our applicants and believe that your CV and cover letter should reflect your unique skills, experiences, and personality. Therefore, please refrain from using AI tools, including ChatGPT, to produce your application materials. Applications drafted with the assistance of AI will be automatically rejected.

Successfully shortlisted applicants will be invited to a two-stage interview online via MS Teams and face-to-face.

## **Accessibility**

We believe in fostering an inclusive environment where all individuals, regardless of their abilities or circumstances, feel supported and valued. If you have any accessibility requirements or specific needs that you would like us to accommodate during the application process, please let us know. If you are unfamiliar with MS Teams and would like to familiarise yourself with the platform before the interview, we are more than happy to arrange a tech run-through to ensure your comfort and confidence.

## **Equal opportunities, diversity & inclusion**

Don't meet every single requirement? At Fight for Sight we are dedicated to building a diverse and inclusive workforce, so if you're excited about this role but your past experience doesn't align perfectly with every item in the job description, we encourage you to apply anyway. You may be just the right candidate for this or other roles that we have.

We have an inclusive and accessible recruitment process, including any adjustments required to support people from diverse community groups.

## **Other information**

We draw your attention to some important policies that govern the research that our charity funds. You can find these [here](#).