

# Role Profile: Corporate Development Lead (Maternity Cover 16 month FTC)



## About you

Candidates from all backgrounds welcome! We are looking for people with a passion and drive to improve the lives of people with a learning disability.

## What you will do

- Based in the relationships division, you will lead the corporate team (new business and account management) to deliver exponential growth for the coming years.
- Deliver your own new business income targets, as well as ensuring the corporate team delivers all activity and income expectations for the financial year and future financial years.
- Ensure the team delivers first class account management to our existing relationships, so partnerships can be extended and achieve growth.
- Identify and secure multiple new six and seven figure, long-term strategic relationships with leading corporate partnerships.
- Build an extensive pipeline of new partnership opportunities with major organisations including managing and growing a charity of the year list.
- Proactively contribute to and monitor the delivery of financial and non-financial KPI's to ensure the New Business team targets are achieved.
- Effectively reconcile and report on monthly, quarterly and annually on income actuals Versus targets and complete reforecasting and budget processes.
- Develop, monitor and maintain key systems and processes including; Alms database, donor-cycle, pipeline, relationship mapping, contracts, due diligence and procurement.
- Work effectively with colleagues across the organisation so we can maximise all opportunities and ensure we are developing the most compelling propositions possible.

## What you will bring

- Proven experience of transforming income from corporate partnerships and leading a performance driven team.
- Contribute to our vision of a world where the UK is the best place for people with a learning disability to live happy and healthy lives
- Undertake any other reasonable duties as required.

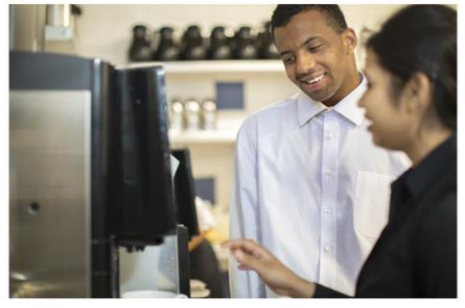
## Your knowledge & experience

### (essential & desirable)

- Experience of securing multiple new six and seven figure corporate partnerships **E**
- Experience of leading a high performing team focused on KPIs and achieving all income expectations. **E**
- Experience of leading the development of compelling propositions with numerous cross departmental stakeholders **E**
- Proven experience of working within a fast-paced fundraising environment **D**

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mencap



## More information about the role

- Leading a team of two, you will be a visionary leader who will develop and implement a transformational corporate strategy that will enable sustained growth across new business and account management in year and in the coming financial years.
- Lead by example, by securing six and seven figure partnerships for the team, delivering your own activity and income targets.
- Motivate your team to ensure they are delivering their activity and income targets and report on these effectively on a monthly, quarterly and annual basis.
- Create compelling and inspiring propositions that enable us to differentiate ourselves from the competition faced in corporate fundraising.
- Ensure we have a robust, multi-year pipeline of income that ensures Mencap has sustained growth across the coming three years and beyond.
- Work collaboratively and effectively with colleagues across the organisation to cross-sell and steward supporters effectively.
- Involve people with a learning disability at all possible opportunities across all activities.

Join the team and be part of an organisation passionate about making the UK the best place for people with a learning disability to live happy and healthy lives.

## Skills & Abilities

### (Essential/Desirable)

- Proven experience of transforming corporate income across new business and account management. **E**
- Proven experience of personally securing 6 and 7 figure new partnerships across multiple years. **E**
- Excellent relationship building experience **D**
- Proficient in all MS Office packages **E**
- Demonstrable commitment to inclusive working, ensuring equality and valuing diversity **E**

## How to apply

Please apply with an up to date CV that demonstrates your skills and experiences relevant for this position.

If you require any further information please contact our Recruitment Team on 01733 246699

# Who you can expect to work with

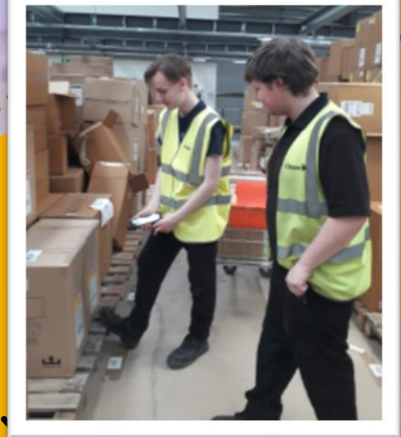
Colleagues with a learning disability

Fundraising Teams

Comms, Campaigns and Digital teams

Data and Insight Teams

Other teams across Mencap



# Mencap's values and how they apply to this role

We are **Passionate** about making the world a better place

You will be passionate about how you and your team can improve the lives of the people with a learning disability, reflecting always how you and your team can learn and improve

We are **Inclusive** of everyone

You will be inclusive by making sure that you support all Mencap colleagues and volunteers. Within your team you will work to make sure all voices are heard, and different views listened to

We are **Brave** we challenge and try new things

You will be brave by encouraging people to have big ideas about what would make their team the best place to work, and you will test things out and learn from mistakes

We are **Positive** in our work and with each other

You will be positive in how you work with your team. You will encourage them to share their own ideas and encourage honest and open conversations about what could be better

We are **Kind** to everyone

You will be kind and considerate in all your interactions, and will call out any behaviour that is not, so that people feel it is a safe place to work