

Partnership Development Manager

About the Team and the Role

At Mencap, we're at a genuinely exciting point in our journey. Our new strategy, Mencap 2030, sets out a bold ambition for the future, and engaging and growing our partnership potential is central to making it happen. This is a new role as part of Mencap's investment commitment.

The Partnership Development Manager plays a key role in securing bold, values-led corporate partnerships that transform opportunities for people with a learning disability and their families. Based within the Relationships Fundraising directorate, this role goes beyond income generation to build purposeful, long-term partnerships, with lived experience at the heart of everything we do.

Working across Mencap, you will identify, shape and progress a strong pipeline of corporate partnerships aligned to our strategic priorities. Co-production is central to the role, working closely with colleagues across fundraising, programme delivery, communications, impact and alongside colleagues with lived experience to ensure partnerships are inclusive, authentic and high impact.

Reporting to the Corporate Partnerships Lead, you will manage multiple opportunities while driving long-term growth and transformational change.

Core responsibilities

- Secure new six- and seven-figure corporate opportunities, including charity of the year, sponsorship, strategic partnerships and corporate foundations.
- Build, manage and progress a diverse corporate pipeline, with a focus on priority sectors such as financial services, technology and construction.
- Develop warm internal relationships into formal, long-term corporate partnerships.
- Deliver excellent stewardship and partner experiences throughout the partnership lifecycle.
- Support the development and delivery of high-quality pitches and proposals to senior corporate stakeholders.
- Manage and grow a large-scale charity of the year programme.
- Use insight, data and market understanding to inform pipeline development, forecasting and innovation.
- Act as an ambassador for Mencap, representing the organisation with credibility and confidence.
- Support Mencap's strategy by building partnerships that help people with a learning disability live their lives to the full and contribute to a fairer, more inclusive society.

Success in the role will be measured through

- Delivery of in-year and multi-year corporate income targets.
- A strong, balanced multi-year partnership pipeline across priority sectors.
- Progression of relationships through the pipeline, including meetings secured & proposals submitted.
- High standards of stewardship and long-term partner engagement.
- Effective collaboration across teams, inc. meaningful involvement of colleagues with lived experience.

What you will bring to the role (Essentials)

- Experience securing six- and/or seven-figure, long-term corporate partnerships.
- Strong ability to develop compelling partnership propositions and persuasive written content.
- Excellent relationship-building and influencing skills.
- Experience managing complex pipelines and delivering against income targets.
- Understanding of the UK corporate giving and philanthropy landscape.
- A collaborative, inclusive approach, with a commitment to involving people with lived experience.
- Confidence working across teams and using CRM systems (ideally Salesforce).
- Commitment to equality, diversity and inclusion, and an understanding of learning disability or willingness to learn.

Please note: This job description is not intended to be exhaustive. Duties and responsibilities may evolve over time to reflect the needs of the organisation and the role.

Hours and Location: 37.5hrs, Flexible working Mon-Fri, 1 day a week in the London Office, Aldgate East. At times this role will include UK-wide travel and occasional overnight stays.



“This isn’t just a job - it’s a chance to help change the lives of people with a learning disability and their families. If you’re passionate about making a difference, join Mencap in building a more inclusive future.”

Mencap and our Commitment to Safeguarding

Mencap is committed to safeguarding and promoting the welfare of children, young people and vulnerable adults, and expects all staff and volunteers to share this commitment.

Successful applicants will be subject to appropriate pre-employment checks, including references and, where applicable, an enhanced Disclosure and Barring Service (DBS) check.



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



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



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



We are **kind** to everyone



We are **inclusive** of everyone