

# Role Profile: Partnership Development Manager



## About you

You will be dynamic, motivated and passionate, with experience of new business development, strategic partnerships and CSR. Driven to raise transformational funds to support people with a learning disability.

## What you will do

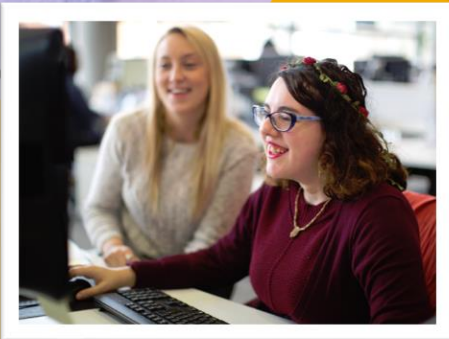
- Secure new six- and seven figure funding opportunities including charity of the year, sponsorship, strategic partnerships and corporate foundations.
- Provide excellent stewardship of external relationships to engage potential donors with Mencap's cause.
- Independently build and manage a varied pipeline of opportunities including key sectors such as finance, tech and retail.
- Support the Partnerships Development Lead in approaches to corporate donors including attending donor meetings and pitches.
- Work collaboratively with the wider fundraising team and ensure work is co-created and made in collaboration with our colleagues with lived experience of learning disability.

## What you will bring

- Ability to write creatively with impact, persuade, engage and inspire different stakeholders.
- Excellent relationship management and stewardship skills
- Commitment to inclusive working, equality and valuing diversity.
- Ability to manage competing priorities, resilience to deliver high standards with deadlines.
- Understanding/knowledge of learning disability, or a willingness to learn.

## Your experience

- Worked in corporate fundraising and/or sales securing six- and seven-figure long-term strategic corporate partnerships.
- Building an extensive pipeline of opportunities with major organisations.
- Managing COTY Pipeline with 400+ companies.
- Achieving or exceeding financial and non-financial KPIs.



## Key Responsibilities

- Identify and secure multiple new six and seven figure, long-term strategic relationships with leading corporate partnerships.
- Identify warm relationships across the organisation and successfully develop these into formal corporate partnerships.
- Build an extensive pipeline of new partnership opportunities with major organisations.
- Manage and grow a charity of the year list with around 400 companies +.
- Using data and insight, develop an understanding of our different audiences and their current experience with Mencap.
- Combine internal insight with industry insights to improve our existing products and content, and define new innovative ways to engage different audiences.
- Develop, monitor and maintain key systems and processes including; Alms database, financial accounting and planning, 121 meetings, donor-cycle, pipeline, relationship mapping, contracts, due diligence and procurement.
- Proactively contribute to the development of high-quality supporter experience to donors and prospects.
- Develop a strong understanding of learning disability and Mencap services to demonstrate the impact companies can make to our work and the lives of people with a learning disability.
- Proactively network and influence external partners, stakeholders and decision makers at industry events and Mencap activities, by acting as an ambassador for Mencap, ensuring high profile recognition.
- To work collaboratively and positively with colleagues in the Fundraising directorate and other directorates across RMS.
- To contribute to our vision for the UK to be the best place in the world for people with a learning disability to live happy, healthy lives.
- To undertake any other reasonable duties as required.

## About the Role

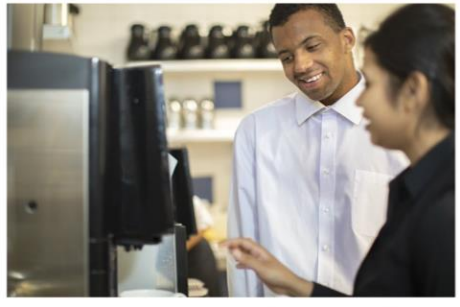
**Salary: £46,617**

**Hours:**

37.5 Monday-Friday.

You will need to be flexible to travel and attend meetings occasionally outside of working hours.

# Role Profile:



## More information about the role

**Job Title:** Partnership Development Manager

**Report to:** Partnerships Development Lead (Relationships)

**Department:** Corporate Fundraising

**Location:** Mencap Centre of Engagement (London) with Flexible Working

On occasion, the post holder will be required to travel across the UK and overnight stays may be required. Flexible approach to working hours/days - occasionally required to work weekends and attend evening events and meetings.

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.

## What will Mencap give you

24 days annual leave + all UK Bank Holidays

Amazing benefits + pension

Fully support in the role and training

Flexible working options

## 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

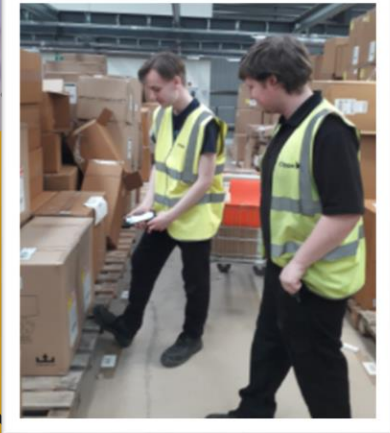
Colleagues with a learning disability.

Fundraising teams across the directorate, retail.

Programme Delivery Teams, and Mencap Helpline.

CSR Teams, Marketing/HR Managers, Equity Diversity and Inclusion.

Finance, L&D, and HR Business Partners



## 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