



## About you

A tenacious Senior Account Manager. You will be joining a vibrant, highly-motivated and dynamic fundraising team that is responsible for managing & developing transformational partnerships.

## What you will do

- Work across New Business (60%) and Account Management (40%).
- Implement and develop account plans for each partner.
- Be accountable for the delivery of Mencap's programme of high-value and multi-year partnerships.
- Map opportunities to secure introductions and income through the existing portfolio.
- Developing, and securing new business opportunities c.£30k+.
- Provide line management and support, as required.
- Contribute to the wider corporate department and Fundraising Directorate's aim of delivering Mencap's vision.

## What you will bring

- Passionate about building and maintaining corporate relationships
- Confidence and positivity, and a determination to get the job done.
- Excellent interpersonal skills.
- An understanding of learning disability and the passion to make the world a better place.

## Your experience

- Have managed a varied portfolio of six-figure partnerships.
- Growing and extending existing relationships.
- Building relationships internally and externally.
- Managing a pipeline and securing new business .
- Championing EDI

# Role Profile:



## More about the role

### Key Responsibilities

- Ensure personal and team KPIs are met to ensure that account management targets are achieved.
- Develop robust account plans which identify and create objectives and KPIs for each key corporate partner that allow clear communication to internal dependencies and form the basis for informed KPI reporting.
- Ensure accurate and timely reporting to corporate partners on the progress of the partnership (fundraising, communications and service-delivery, and KPIs).
- Ensure accurate and timely reconciling and reporting against income, expenditure and KPIs internally for Account Management to the Corporate Development Lead, internal departments and key senior stakeholders.
- Ensure up-to-date contracts are in place with all partners and due diligence is conducted where required.
- Ensure a successful handover of secured partners from the New Business team.
- Deliver effective leadership and line management to ensure that any direct reports deliver against their objectives. Offer support and development so they are able to thrive in their role (as programme grows).

### About the Role

**Hours:** 37.5  
Monday-Friday.

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

**Location:** This role is contracted to the London office.  
Onsite 1dpw

# Role Profile:



## About the Role

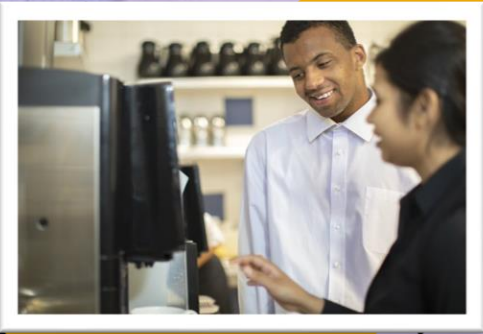
### More about the role

### Key Responsibilities

- Work closely with the Corporate Development Lead to identify, engage and solicit support from prospective corporate partners, as and when appropriate.
- Regularly update the CRM database for accurate record keeping.
- Lead on planning for account management with informed forecasting and evidence based projections for the short, medium and long term.
- Demonstrate expert knowledge and understanding of the corporate partnerships market and the ability to develop a competitive edge for fundraising products and initiatives, in line with market expectations.
- Develop trusted relationships with internal stakeholders across all levels and establish credibility for delivering successful partnerships.
- Uphold a professional, values-driven culture.
- Proactively network with key contacts and decision makers at company, industry and Mencap events.
- Work collaboratively with colleagues within the corporate department, Relationships division, Fundraising directorate and across other directorates.
- 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.
- To undertake any other reasonable duties.



# Role Profile:



## More information about the role

**Job Title:** Senior Account Manager

**Report to:** Corporate Development Lead

**Line reports:** TBC

**Department:** Corporate Partnerships (Relationships Division), Fundraising

**Location:** Commercial Street (London) with Home Working. The team go into the office one day a week, this is often a Tuesday.

On occasion you may be required to travel across the UK and this might include an overnight stay. Flexible approach to working hours/days – occasional weekends, 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

## Who you can expect to work with

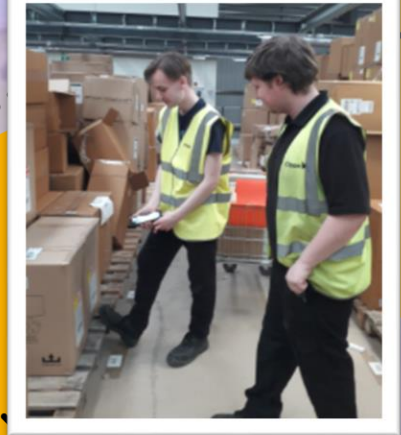
Colleagues with a learning disability

CSR Teams, Key Partnership contacts

Finance, L&D, and HR Business Partners

Programme Delivery Teams

Other Teams across Fundraising



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

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

You will have a genuine passion for changing the lives of young people and supporting their transition into work.

We are **Inclusive** of everyone

You will advocate for inclusion in the workplace and be a positive role model for learners.

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

You will encourage learners to try new things and step out of their comfort zone, being brave when faced with challenges.

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

You will highlight and celebrate how unique each learner is. You will positively approach their journey to employment.

We are **Kind** to everyone

You will be kind, supportive and encouraging to everyone you interact with.