

Contract:	Fixed Term - 12 Months
Hours:	Full Time
Location:	London
Level:	2
DBS required:	No
Starting Salary:	£31,510. (Roles based in London will also receive £3,000 London Weighting Allowance)

Partnership Manager - Corporate Partnerships

Purpose of the team:

Teach First is working towards a future where no child's educational success is determined by their background. In pursuit of this vision and to support our programmes and activities, the Development Department must secure voluntary income from a range of sources including corporates, trusts and foundations, philanthropists and from community and challenge events.

Purpose of the role:

Teach First is seeking an exceptional relationship manager, with strong experience working across client accounts or external partnerships, to join our highly successful corporate fundraising team. The role will manage a portfolio of high-value fundraising partnerships offering variety and challenge.

As a relationship manager in the Development team, a crucial aspect of this role is championing the Teach First brand, mission and vision with existing corporate partners to deliver the best in-class service that we are renowned for.

The Corporate Partnerships Team has achieved significant growth and now works with around 50 businesses. However, we have identified several opportunities for growth and so are now seeking a high-performing individual to help us achieve our stretching target from corporate income this year, as well as to help increase our fundraising capacity in the long-term. This role will contribute to that achievement by sustaining and developing the relationships we hold with our existing partners.

At this level you will:

- Account manage a portfolio of existing major corporate partners including strategic partnerships, philanthropic donations and employee fundraising
- Work closely with the Head of Corporate Partnerships and team Senior Lead across all partnerships, to identify and secure opportunities for growth
- At this level you will deliver best-in-class service to build the reputation of the corporate team as a partner of choice and support year on year renewals

Your responsibilities will include:

- Meeting partnership renewal and growth targets
- Networking effectively through each account to embed our partnership and secure the support of very senior business leaders, including supporting those on the Business Leaders Council
- Developing annual plans and stewardship strategies for each partner, maximising outcomes for Teach First and our partners
- Deliver a programme of varied and appealing communications to supporters, encouraging engagement with the Teach First mission and vision

- Project manage delivery of partnership activity including working closely with the Supporter Engagement and Experience team
- Ensure that all projects and programmes are delivered on time and achieve their objectives, as well as being responsible for all associated monitoring, evaluation and reporting
- Contribute to, support, or lead elements of our annual programme of cultivation events

The critical responsibilities of this role are described above. They may be subject to reasonable changes from time to time in line with business need. As part of the role you may be required to travel to other UK locations from time to time. You will also be required to attend away days/retreats and the annual "Offsite" event which is mandatory for all employees.

Person Specification

Essential skills and experience:

Capability: Relationship Management

- Demonstrates a real passion for the Teach First vision and mission
- Experience of high value account management and ability to strategically develop partnerships
- Exceptional ability to develop relationships
- Demonstrates positive 'can do' approach and natural diplomacy
- Able to deal with complex supporter queries and how to manage wider customer questions or scenarios
- Outstanding and persuasive verbal and written communication skills

Capability: Problem Solving and Decision Making

- Demonstrates initiative and the flexibility to deal with unexpected situations or lastminute changes in a dynamic organisation
- Confident in project and programme management including project design, planning and delivery
- A strong team-worker, able to work with both national and regional teams

Capability: Knowing the Market

- Understands Teach First's aims, its stakeholders, partners, competitors and the sectors we operate in
- Strong knowledge of issues and news relevant to fundraising and corporate social responsibility

Desirable skills and experience:

Capability: Knowing the Market

- Has an understanding of Teach First's strategic position, its stakeholders, partners, competitors and the external market factors that influence its operations
- Solid understanding of corporate fundraising account management including strategic partnerships and employee fundraising
- Or, solid understanding of commercial account management and a strong understanding of the corporate fundraising sector

All our employees are expected to model our values and help others to do so.

Benefits

Teach First's core benefits include 27 days holiday per annum (3 of which must be taken during the one week holiday shutdown period between Christmas Day and New Year's Day), participation in the pension scheme via Salary Exchange (with an employer contribution of up to 6%), life assurance, income protection and private healthcare. Through our flexible benefits platform access to childcare vouchers, interest free travel season ticket loan, subsidised dental membership, health

screening, discounted gym membership, travel insurance, GAYE and the option to buy/sell annual leave.

How to apply

To apply for a vacancy at Teach First you are required to complete an online application form. Please have your CV and covering letter ready to upload. If you are an internal candidate please apply via your HR Self Service menu after informing your line manager of your interest.

Next steps

We aim to provide feedback to all applications within 10 working days from the closing date. For this role first round interviews will be held on 18th and 19th October 2018 and second round interviews will be held on 23rd October 2018.

