The role

The rundown:
The Corporate Partnerships team at Teach First manages over £3m of the charity’s voluntary income. We work with over 35 businesses from a variety of sectors from finance to fashion.
The team is focused on growing long-term strategic relationships with our partners to meet our annual fundraising targets, so that we can recruit great teachers, develop brilliant leaders and support thriving schools.

We are seeking an exceptional relationship fundraising manager, with experience of managing client accounts and growing their income. The role will manage a portfolio of corporate partnerships each with their own partnership deliverables, KPIs and income growth targets.

You will be expected to champion Teach First’s vision and mission and deliver the level of service that we are renowned for.

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

The main responsibilities of this role are described here. As our needs as a charity change, we may need to make reasonable changes from time to time.

Responsibilities:

- Manage a portfolio of existing corporate partners
- Develop partnership plans to meet partnership renewal and challenging growth targets
- Network effectively through each partner to embed our partnership at multiple levels within each organisation
- Develop annual stewardship strategies for each partner, maximising outcomes for Teach First and our partners
- Oversee the project management of successful delivery of partnership activity and KPIs working closely with the school engagement and programme teams
- Assume responsibility for all partnership monitoring, evaluation and reporting
- Deliver effective communications plans for partners
- Support the Corporate Partnerships team to deliver our annual programme of cultivation events
- Responsible for partnership administration including keeping platforms such as Salesforce up to date.
About you

The essentials:

**Capability: Ability to manage and grow accounts**
- Experience of Corporate Fundraising with a track record in growing your own accounts and/or supporting senior fundraisers on growing fundraiser income.
- Experience of partnership management.
- Natural ability to network and develop relationships at all levels.
- A positive ‘can do’ approach and natural diplomacy.
- Outstanding and persuasive verbal and written communication skills.
- Experience at juggling conflicting internal and external stakeholder needs.

**Capability: Problem Solving and Decision Making**
- Demonstrates initiative and the flexibility to deal with unexpected challenges in a dynamic organisation.
- Ability to juggle multiple tasks of high importance.
- Confident in project management including project design, planning and delivery.
- A strong team-player able to work with both national and regional teams.
- Strong administrative skills.

**Capability: Knowing the Market**
- Up to date knowledge of the fundraising and corporate social responsibility sectors.

The nice to haves:
- Understanding of the educational landscape in the UK and our competitors.
- Proficient at all Microsoft packages, SharePoint and Salesforce.

We succeed when we work together. Here’s who you’ll be working with regularly:
- Corporate supporters.
- Colleagues from School Engagement.
- Teach First Communications teams.
- Colleagues from our different programme teams.

More info on how the role fits in with the rest of the team and charity:

You’ll report to: Jessica McClymont - Corporate Partnerships Senior Lead.

This position is a level 2 role. Take a look at our role levels and where you’ll fit in on our [Working for us webpages](#) (under Pay and Benefits).
More about working for us

There’s lots of great stuff about working here. For full details pop over to our webpages.

**Our culture:** We live by our principles. They underpin our culture and identity. And inform everything we do. Find our more about our cultural principles.

**Diversity and inclusion:** Together we’re creating a culture where everyone, from any background, can do their best work. We particularly welcome applications from disabled, Black, Asian and Minority Ethnic (BAME), Lesbian, Gay, Bi, Trans including non-binary (LGBT+) candidates, and candidates whose socio-economic background reflects that of the pupils we work with. These groups are underrepresented at Teach First and we’re committed to better representing the communities we serve.

We’re signed up to the Association of Chief Executives of Voluntary Organisation and the Institute of Fundraising’s principles which aim to address the racial diversity deficit in charity leadership. We are Stonewall Diversity Champions. We want you to be able to bring your whole self to work. Find out more about what we’re doing to improve diversity and inclusion.

**Our benefits:** Our mission is critical and the work’s important, but so’s your life. We’ve put together a benefits package that means you can live and work well. Find out more on our [Working at Teach First webpages](#).

**This role is suitable for agile and flexible working**

Our agile way of working gives you flexibility. Need to start late, finish early or fancy a change of scenery? That’s fine, our Agile Working policy focuses on what you achieve, not presenteeism.

If you need a set and regular working pattern to support your life have a chat with us about flexible working options. Over 100 of us already have a flexible working agreement, with more than 70 different working patterns in place. We’re ready to hear your request. Find out more via our [flexible working policy](#) (available on our [working for us webpages](#)).