



SENIOR CORPORATE PARTNERSHIPS MANAGER - KEY FINANCIAL SERVICES PARTNER





WELCOME FROM EMMA REVIE, CHIEF EXECUTIVE

The work of our foodbank network is inspiring, but we face significant challenges ahead. Between 1st April 2019 and 31st March 2020, food banks in the Trussell Trust network distributed 1.9 million three-day emergency food supplies to people in crisis, a 18% increase on the previous year. More than 700,000 of these went to children.

I want to see the end of the need for emergency food services in our country, to work with government to ensure that our benefits system provides a genuine safety net for people and work is paid a fair wage, allowing individuals and families to thrive rather than just stave off crisis.

Although the recent Budget marked a positive step forward, there is still much more to be done and we will continue to work through the foodbank network to bring further change.

Working for the Trussell Trust means making a difference in people's lives. To continue our vital work, we rely on a team of dedicated people. Come and join one of the fastest growing charities in the UK!

A handwritten signature in black ink, appearing to read 'Emma Revie'.

Emma Revie
Chief Executive



WHAT WE DO

Our aim is to ensure everyone can afford their own food so there is no need for food banks in the UK. We support a nationwide network of 1,200 food bank centres across the UK.

Together, we provide emergency food and support to people locked in poverty, and campaign for change to end the need for food banks in the UK for good.

In the UK, more than 14 million* people are living in poverty - including 4.5 million children. As a nation, we expect no one should be left hungry or destitute, and we owe it to each other to make sure the right support is in place when we need it most.

It's simply not right that we live in a society where so many people are locked in poverty.

Together, we can create a just, compassionate society.

[*14.2 million people in the UK population are in poverty. The Social Metrics Commission, 2018](#)

OUR VALUES

The Trussell Trust is committed to community built on diversity, tolerance, cooperation, and mutual respect. We want to contribute to society and demonstrate social responsibility.

Our values are **Compassion, Justice, Community** and **Dignity**.

These are reflective of the values we see embodied throughout the Trussell Trust network of food banks.

Whilst we recognise that charities, churches and organisations running food banks may hold additional or distinctive values, these are the values which we hold together as a network, and by which we hold one another accountable.



HOW WE WORK

Our head office is based in Salisbury in Wiltshire, with satellite offices in London and Coventry.

We also have team members based across the UK supporting food banks at a local level.

Our support for the food banks in our network is delivered through five directorates, all of which report into our Chief Executive. These are:

- Operations
- Finance & Corporate Services
- Policy, External Affairs & Research
- Strategy & Impact
- Public Engagement

Whatever your skills or experience, there could be a role for you at the Trussell Trust.

OUR BENEFITS

Our people are the most important thing the Trussell Trust has. Without our staff, we couldn't achieve our goals and create change.

Our staff are passionate about their work and the difference they make to the lives of others. The benefits package we offer supports our staff professionally and personally.

Benefits include matched pension contributions of up to 8%, group income protection, payroll giving, flexible working, season ticket loans, and enhanced contractual leave.

To find out more about the full range of benefits we offer, visit www.trusselltrust.org/employee-benefits.



THE ROLE

Senior Corporate Partnerships Manager - Key Financial Services Partner

Directorate:	Public Engagement
Responsible to:	Head of Corporate Partnerships
Responsible for:	No direct reports
Salary:	£42,000 per annum plus benefits
Hours	Full-time (37.5 hours per week) - 2 Year FTC
Based:	Remote, then 4 days a week in partners office from April / 1 day homebased



Role outline

The Partnerships Manager is responsible for delivering on an agreed two year UK charity partner with a key corporate partner in the finance sector. The manager will lead on this partnership, which combines staff fundraising and grant funding. The Account Manager will be responsible for driving employee fundraising and employee engagement with the reasonable support of the Company, establishing relationships, generating income, engagement, and access to expertise and voice to support our aim to end the need for food banks in the UK.

Responsibilities

- Provide day to day relationship management, ensuring that all activities comply with applicable law and the Code of Fundraising Practice and that the Trussell Trust's obligations to partners are met, whilst respecting the dignity of the people we serve and support.
- Provide a leadership role as an Account Manager for the duration of partnership. This would include:
 - creating/implementing innovative and accessible fundraising activities;
 - delivering an efficient communication channel with the Company's staff
 - updating the company on the strategy and work of the Trussell Trust
 - coordinating fundraising event resources (including items such as collection cans and t-shirts as needed)
 - liaising with influencers and celebrities where appropriate
 - provide the opportunity for Company employees to volunteer with the Charity through various volunteering opportunities each year, which if necessary, may be completed by employees through remote or virtual means.
 - Liaise with communications team to promote the partnership and co-create marketing materials, provide appropriate content for the Company and its affiliates to use as part of their PR messaging when promoting the impact of the partnership and for engaging staff
 - Representing the Trussell Trust at company and industry events, protecting the reputation of the charity and the company
 - adhere to all relevant data protection laws and regulations with respect to any personal data provided to it by the Company including, the Data Protection Act 2018 and the General Data Protection Regulation (EU 2016/679);
 - It is expected that the Account Manager will from time to time also provide support in relation to the Activities at times and on days which are in addition to the four days per week. The Account Manager will work within the Company's office or (if necessary and if agreed by the Company) remotely and will lead the delivery of the partnership under the Company's direction.
 - Keep records relating to the Activities and fundraising
 - Provide a detailed impact report showing the use of the donations in support of the Agreed Services on an annual basis during the Term and for twelve (12) months thereafter.

- Keep abreast of key trends and issues in charity corporate relationships and changes in regulation.
- Participate in regular 1:1s and annual reviews, contributing to the identification of objectives and targets, and monitoring of progress towards them.
- Actively contribute to a culture of innovation, resourcefulness and best practice to make the best use of time and skills in the team.
- Promote collaborative and flexible working across the whole Fundraising Directorate and wider Trust.
- Develop a culture of innovation, resourcefulness and best practice to make the best use of time and skills.
- Any other reasonable duties as specified by the line manager to support the work of the Trust.

Person specification

Skills and Knowledge:

- Knowledge of key principles of high value fundraising, specifically with corporates and major donors (desirable)
- Commercial awareness and knowledge of various corporate sectors (essential)
- The ability to create and deliver compelling proposal (essential)
- The creativity to match our vision to end the need for food banks and our changing minds strategy with existing and new audiences (desirable)
- The ability to communicate effectively and motivate commercial partners (essential)
- Ability to work collaboratively across a number of teams, including fundraising, operations and communications;(essential)
- Knowledge of programme monitoring and evaluation principles; (desirable)
- Skilled networker, able to influence and win support from multiple key stakeholders; (essential)
- Confident and adept at communicating at management and peer to peer level. (essential)

Experience:

- Desirable: Corporate and staff fundraising
- Essential: Experiencing of building, managing, and developing relationships with external and internal stakeholders and delivering events

Aptitudes and abilities:

- Pro-active and solution focused by problem solving and making recommendations for improvements.
- Communicates clearly, effectively and honestly.
- Analyses and communicates complex information effectively to specialist- and non-specialist audiences
- Works with others as one team, actively listening and collaborating to achieve a shared vision. Builds relationships across The Trust, sharing information and expertise.

The Trussell Trust is a charity founded on Christian principles which works to end the need for food banks in the UK. We all subscribe to the same values of dignity, justice, compassion and community, and hope that new team members will too, irrespective of belief or background.



PERSON SPECIFICATION

Requirement	Measures of success (Key Performance Indicators)
Significant experience of managing private sector partnerships.	<p>Length of service in similar role.</p> <p>Demonstrates sensitivity and understanding in approach to corporate partners resulting in sound relationships.</p> <p>Evidence of targets met.</p> <p>Demonstrates emotional intelligence required in the role.</p>
Proven track record of implementing a corporate fundraising strategy.	<p>Delivers innovative and effective approaches in support of key departmental fundraising targets.</p>
Strong project management and planning skills.	<p>Delivers benefits from key corporate relationships by effectively and proactively managing projects within clearly defined timescales.</p> <p>Keeps all internal and external stakeholders well-informed on key milestones.</p>
Sound knowledge of the charity fundraising environment.	<p>Demonstrate a good understanding of the principles underlying the fundraising code of practice, Charity Commission regulations, applicable legislation and best practice; able to identify situations where any risk of non-compliance/adherence may arise.</p>
A strong sense of responsibility; meticulous in timely compliance with regulations and requirements.	<p>Uses business acumen appropriately to nurture relationships with new and existing partners.</p>
Ability to work flexibly on own initiative and as part of a wider team.	<p>Proactive and considered communication with the Corporate Partnerships team and other members of the Fundraising Directorate as well as the wider Trussell Trust organisation.</p>
An effective communicator, verbally and in writing. Diplomatic and with the interpersonal skills needed in the role.	<p>Good interpersonal skills, communicative and approachable, written communication is succinct and convincing</p> <p>Is able to deliver powerful and persuasive presentations.</p>
High level of numeracy, IT literacy and competence. Good working knowledge of a CRM system.	<p>Uses IT and media tools effectively to meet key departmental outputs.</p> <p>Uses data and analytical tools to inform business decisions.</p> <p>Experience of using Salesforce or similar CRM system for fundraising.</p>
Ability to manage multiple projects, identifying conflicting demands and establishing clear priorities in order to meet agreed objectives. Excellent decision-making ability.	<p>Has a clear idea of priorities and manages own and team's time appropriately.</p> <p>Delivers key outputs and responds to requests in a timely fashion.</p>
Is able to work through challenges in positive and effective ways. Clear understanding of the need to maintain confidentiality. Passionate about the work of the Trussell Trust and is sympathetic to its values and ethos.	<p>Demonstrates resilience, resourcefulness, flexibility and perseverance.</p> <p>Demonstrates personal integrity and commitment to the values of the Trust.</p> <p>Demonstrates empathy for people from disadvantaged, marginalised or socially-excluded backgrounds.</p> <p>Able to represent the Trust and its values effectively.</p>
Commitment to occasional need to work outside of normal working hours and travel throughout the UK.	<p>Willing to be available for work related travel and to work outside of normal hours when required.</p>



HOW TO APPLY

If you feel you have the required passion, energy and enthusiasm to help us bring an end to poverty and hunger, then you're on your way to becoming part of something that will make a real difference to people's lives.

To apply for the role please go to our website to access our online application platform, Applied. This platform enables us to review your application anonymously to make our hiring decisions as diverse and impartial as possible.

You do not have to complete your application in one sitting, but you can save it and go back to it at any time before the closing date.

If you have questions about this position, please call 01722 580 209 or email recruitment@trusselltrust.org.

www.trusselltrust.org/jobs

