



Corporate Partnerships Manager

APPLICANT INFORMATION PACK





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 every nation of the UK, to work with governments at every level 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.

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!

Emma Revie
Chief Executive



What we Do

Our aim is to end hunger and poverty 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 end hunger and poverty in the UK.

[*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 six 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

Department: Public Engagement

Responsible to: Senior Partnerships Manager

Hours: Full Time (37.5 hours per week)

Salary: £35000 - £38000 plus benefits

Based: Home based with some travel to Salisbury or London offices or food banks, when appropriate



ROLE OUTLINE AND PURPOSE

The Corporate Partnerships Manager is accountable for managing and growing sustainable, mutually beneficial partnerships. Developing high-value strategic, partnerships to deliver income and additional support, in line with our overarching objectives and ambitious income targets.

RESPONSIBILITIES

- Provide day to day relationship management for a portfolio of accounts, ensuring that all activities comply with applicable law and the Code of Fundraising Practice. Aligning closely to ensure Trussell Trust's obligations to partners are met.
- Assess and create growth opportunities for partnerships, maximising income and delivering on our overall charitable strategy and objectives.
- Work with colleagues across directorates to ensure that partnerships deliver tangible impact and that partners have the resources to enable them to communicate benefits to employees, customers, and other stakeholders.
- 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.
- Lead on team projects that support our team goals, helping to contribute to the development of team resources in assistance of our aim of delivering bigger, better diverse partnerships.



Person specification

Technical skills and minimum knowledge:

- Experience and knowledge of Corporate Fundraising or applicable commercial background
- Use of Salesforce or a similar cloud-based software tool
- Commercial awareness and knowledge of various corporate sectors
- Knowledge of what a successful corporate inclusive and representative charity communication campaign entails
- The ability to create and deliver compelling proposals
- The ability to communicate effectively and to motivate commercial partners
- Excellent relationship management skills, working collaboratively with multiple stakeholders and different teams
- Able to identify areas of personal development and shows a willingness to take part in training.

Behaviours and competencies:

- Demonstrate dedication to the values of the Trussell Trust
- Demonstrates empathy for people from underrepresented, historically excluded backgrounds.
- Demonstrates resilience, resourcefulness, flexibility, and perseverance.
- Analyses and communicates complex information effectively to different stakeholders.
- Works with others as one team, actively listening and collaborating to achieve a shared vision. Building strong internal relationships, sharing information and expertise.
- Role models inclusive behaviour, values, and leadership

Key Stakeholders

- Corporate Partnerships Team
- Public Engagement Directorate
- Operations Directorate
- Finance
- Strategy and Impact
- Policy and Research
- Corporate Partners

Our Values

The Trussell Trust is a charity that works to end the need for food banks. It is founded on and shaped by Christian principles.

Our values of dignity, justice, compassion and community, are central to all that we do and therefore supports our aim to be an organisation where the diversity of all employees is valued. We welcome people of all faiths and none, and those that are committed to these values.

We recognise that we have under-represented groups within our workforce. As part of our commitment to diversity and equality of opportunity we are actively encouraging applications from under-represented groups such as returning parents or carers who are re-entering work after a career break, people who are LGBT+, from Black, Asian and Minority Ethnic backgrounds, with a disability, impairment, learning difference or long-term condition, with caring responsibilities, from different nations and regions and those with a lived experience of poverty as well as any other under-represented group in our workforce. We are committed ensuring the safety and protection of our employees from all forms of harm.



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

