

Job title	Corporate Partnerships Manager
Type of contract	Maternity cover – 12 months
Salary	£34,000
Hours	Full time – 36.25 hours worked over 5 days
Team	Income Generation
Reporting to	Corporate Partnerships Manager & Team Lead
Staff responsible for	None
Working pattern	Remote working with occasional travel required
Recruitment process	<p>Deadline for applications: 3rd October</p> <p>Interviews to be conducted: 8th and 9th October</p> <p>Start date in role: 1st December</p>
Benefits	<ul style="list-style-type: none"> • 35 days of annual leave (including bank holidays and 3-day end of year shutdown period) • Birthday day off • Enhanced sick pay and compassionate leave • Death in service benefit • Pension • Employee Assistance Programme • Flexible working • Be part of a skilled, friendly team with an engaged Board of Trustees
About Brake	<p>Brake is the national, acclaimed road safety charity which provides the National Road Victim Service (NRVS). We have been supporting victims of the carnage on our roads since 1995. We also campaign for positive change to prevent future collisions and save lives.</p> <p>Our values are:</p> <ul style="list-style-type: none"> • Professionalism • Collaboration • Integrity • Compassion • Inclusion • Courage
Job purpose	<p>We are seeking a fantastic corporate partnerships manager to join our Income Generation team. This is a key role for the organisation, proactively leading on new business; delivering mid and high-value partnerships and maintaining a healthy and active pipeline of new prospects to support the long-term sustainability of our work.</p> <p>The successful candidate will develop compelling proposals and pitches to build new relationships and provide excellent stewardship for existing corporate partners. They will manage and deliver the Income Generation</p>

	<p>strategy, annual operational plan, and income forecasting and develop accurate annual budgets and forecasts, monitoring performance against plan and meeting KPIs and targets.</p> <p>We are looking for an individual able to demonstrate a good track record of success in achieving and exceeding set income targets in corporate fundraising as well as devising, driving and delivering corporate fundraising plans. Excellent written and creative skills, with experience in developing relationships is crucial as is the ability to organise, prioritise, and deliver high-quality work to tight deadlines. Strong networking skills with the ability to manage high-profile relationships professionally and tactfully are essential.</p>
Main activities	<p>You will work to forge and sustain long-term, constructive partnerships with new and existing partners that help us grow funds and achieve our charitable goals. You will:</p> <ul style="list-style-type: none"> • quickly learn and be able to articulate well our campaigns and victim service and their evidence base, our funding need, and the actions that corporates can and should take to prioritise safe and green use of roads, through funding us and supporting our campaigns • find and unlock access to senior leads within companies not already working with us (e.g., public affairs, communications and corporate social relationship teams) as well as taking up the reins of stewarding relationships with some of the companies already working with us • listen and understand corporates' priorities, understanding their budgets, potential to fundraise within their teams and networks, and their safety, sustainability, policy and pr priorities; and articulate what Brake does and our need for help • forge, together, actionable joint plans that generate funds for Brake from a company, directly or through their supply chain / customers. You will achieve six figure funding targets, by generating five figure funds from new and existing partners • Work alongside team members in public affairs, PR, and public engagement to understand our programmes of work in campaigns and seek the engagement of new and existing corporate supporters in those programmes, for example through participation and sponsorship • Be responsible for developing your own pipeline of leads and accurately forecasting income you will fundraise from this pipeline and listing partnership activities that will be delivered • Operate within Brake's Ethical Partnership Policy and other policies, which enables us to sustain our charity values and work alongside corporations safely. • Be a team player and able to step up to the plate and speak up for the charity, for example giving speeches or undertaking interviews on the charity's behalf.
Skills and experience	You have:

	<ul style="list-style-type: none"> • excellent comprehension and communication skills (analytical and numerical), reflected in your academic background and career • a track record of applying these skills with a sense of ownership and focus on outcomes • listening and negotiation skills. You forge respectful and positive relationships that drive towards communicated and shared goals, with steps that are mutually agreed • an ability to strike agreements that have impact, fast and can demonstrate this (for example, through experience in leadership, business development, sales) • an understanding of civil and political campaigning and being at the heart of delivering campaigns effectively • an opportunistic, positive approach; you are able to spot a corporate lead or project opportunity that can be pragmatically pursued through partnership working • a commercial approach. You understand that charities need to fundraise; and with more funds, we can do more. You can confidently achieve funds through clear communication of the charity's needs and the benefits of working with us • a values-driven passion for our cause and the charity; and a sensitivity that enables you to work effectively with a range of people, including road victim volunteers.
Equity, diversity & inclusion	<p>Brake is passionate about creating an inclusive workplace that values diversity. We welcome your application whatever your background or situation. We particularly welcome applications from those who are part of the global majority, the LGBTQIA+ community or disabled. We are proud to be a disability confident employer. We don't want you to 'fit' our culture, we want you to enrich it. So, if you have a passion for making a difference and share in our vision for a world where no one is killed on our roads, we would love to hear from you</p>
How to apply	<p>If you are seeking out a new challenge and think you have the skills, passion, and commitment that we are looking for, we would be interested in hearing from you.</p> <p>Submit your CV and a covering letter which clearly demonstrate you have what it takes to perform this challenging and rewarding role to: recruitment@brake.org.uk</p> <p>We want to get to know you and we welcome cover letters in alternative formats, for example you could send a short video cover letter instead of a traditional written one.</p>
Important information	<ul style="list-style-type: none"> • Please note we do not accept applications from serious traffic offenders due to the nature of our work. Employees are subject to driver licence checks