

CORPORATE PARTNERSHIPS MANAGER

Reports to: Head of Fundraising

Location: Vauxhall, London

Contract: Full time, Permanent

35 hours per week, Monday to Friday

(some evening and weekend work will be required)

Salary: £35,000 - £45,000 per annum + benefits (dependent on experience)



ABOUT MALARIA NO MORE UK

Malaria has been described as the oldest killer disease in history; even now, despite recent progress, it claims the life of a child every two minutes. Malaria No More UK (MNM UK) is part of a global movement that is determined to make ours the generation that beats this killer. To realise this vision, we are mobilising a powerful network of governments, influencers, businesses and the public, inspiring them to commit funds, energy and resources to ending deaths from malaria and wiping out the disease for good.

We are a small hard-working team with ambitions and objectives that reach way beyond the expected, and every member of our team contributes to winning the fight to ending malaria, saving millions of lives and eradicating the poverty that this disease causes to so many. UK government malaria investment has trebled during our 10-year existence. Last year we convened the Malaria Summit alongside the Commonwealth Heads of Government meeting, reaching over one billion people with our 'Malaria Must Die' campaign, delivering \$4.1bn of investment to the global fight from governments and the private sector, and a momentous commitment from 53 leaders to halve malaria in five years.

This is an exciting opportunity to be part of a small, powerful and agile organisation and in an age of so many intractable challenges, to forge a path of hope and progress by helping the Commonwealth deliver on its promise to halve malaria by 2023 and putting the world firmly on the path to beat malaria.

JOB SUMMARY

We are looking for a bright, self-motivated individual to join Malaria No More UK's (MNM UK) fundraising team at a time when corporate support will be a key driver behind a plan that will see us doubling our income, and expanding internationally in the next two years enabling us to play our part in meeting an ambitious goal to halve malaria across the Commonwealth by 2023 and reduce malaria by 90% by 2030.

Our small, innovative team has a track record of success, securing and building partnerships with businesses as diverse as Rentokil Initial, Fever-Tree and pharmaceutical partners. Last year we secured support from a range of private sector partners engaged in the malaria fight for the Malaria Summit London, and our five-year partnership with Fever-Tree was awarded the 2018 Charity Times Award for National Corporate Partnership Champion.

As Corporate Partnership Manager, you will be responsible for managing and growing existing corporate accounts, as well as driving new business. You will be approaching, negotiating and securing long term mutually beneficial five and six figure corporate partnerships. You will identify and develop major national and international new business opportunities, develop compelling proposals and presentations for prospective new partners and manage negotiation and contract processes. These partnerships will be critical to enabling the organisation to deliver the catalytic communications and advocacy work that will transform the malaria fight in the next five years.

To succeed at this role you will be able to demonstrate excellent relationship and partnership management skills, a knowledge of CSR, as well as an ability to grow and develop a new business pipeline. You will have the confidence and credibility to build our networks externally, influencing and negotiating as well as engaging internal colleagues and senior volunteers as you develop approaches and pitches.

This is an exciting opportunity for someone who is passionate about building creative and highly effective partnerships with companies that can bring about real change in the world. We have big ambitions for the next five years this is the ideal time to join our team.

KEY RESPONSIBILITIES

Account Management and New Business

- Working with the Head of Fundraising and Leadership Team (including the Director of Communications and Partnerships) and MNM global affiliates, design and deliver MNM UK's partnership delivery and new business plans with a view to achieving sustainable income growth in line with the broader fundraising and organisation-wide strategy and meet our goal of doubling our income by 2020.
- Drive forward corporate income growth by designing and making highly targeted approaches to corporates and building a portfolio of medium to high value partners who are committed to financially supporting MNM UK.
- Monitor, analyse and review relevant industry trends and developments, identifying networking opportunities where possible and keeping the pipeline updated.
- Organise events and create and commission materials and proposals designed to engage new and existing business partners.
- Be responsible for all aspects of corporate account management and administration, including monitoring and evaluation, developing and delivering activity designed to maximise income from partners and ensuring that partners receive a high standard of stewardship.
- Assist with the design of partnership agreements with companies to ensure that expectations from both parties are met and the interests of MNM UK are looked after, and risks are mitigated.
- Analyse incoming proposals for corporate partnership activity, ensuring that any new corporate initiatives are in line with the agreed fundraising strategy – respond to prospective partners accordingly.

General

- Contribute to the overall development of fundraising and partnerships within Malaria No More UK.
- Be responsible for maintaining accurate supporter records in line with charity policy, and work with the administration team to ensure that income falling within your remit is correctly recorded.
- Be self-supporting in terms of administration, and as a member of a small staff team be willing to contribute to the overall effectiveness of the MNM UK office environment.
- Represent the Fundraising team in appropriate project teams, meetings and other events as directed.
- Other adhoc duties that may be required by the Head of Fundraising and Leadership Team.

QUALIFICATIONS, SKILLS & EXPERIENCE

Essential

- Have at least three years' experience securing and managing income generating partnerships that have achieved outstanding results within the charity sector or commercial sector.
- Have experience successfully identifying, researching and developing new business opportunities and maintaining a new business pipeline.
- Have significant experience managing projects or streams of work, particularly working successfully in cross-departmental or cross-organisational teams.
- Have strong communication and interpersonal skills, being able to confidently represent the charity to an external audience through a range of communication channels including through proposals, meetings and presentations.
- Be a confident networker and relationship builder, with experience of managing relationships at all levels and successfully forging new relationships.
- Be able to rapidly build an understanding of, and powerfully communicate, the human impact of malaria and work that is undertaken to address this both by the charity and by the broader malaria community.
- Have excellent computer literacy, including Outlook, Word, Excel and PowerPoint and experience using CRM databases.

Desirable

- Experience of at least two of cause related marketing, sponsorship, staff fundraising partnerships and securing major donations.
- Have a good understanding of fundraising law and key trends in corporate fundraising / corporate social responsibility and, or philanthropy.
- Have experience planning and delivering events.
- Have excellent writing skills and experience delivering presentations.
- Be educated to at least degree level.
- Have experience of working with The Raiser's Edge or a comparable fundraising database.
- Have a good knowledge of development issues and be passionate about ending malaria.

Personal Qualities:

- You will self-motivated, bringing enthusiasm, energy and a passionate commitment to working towards our goal to end suffering and deaths from malaria.
- You will be excited about working for a small but ambitious organisation that punches well above its weight.
- Where necessary you will bring an innovative and creative approach to your work, whilst concentrating on activity that yields the highest possible return on investment.
- Be a good team player and enthusiastic about working flexibly as part of a small team. A willingness to "muck-in" at especially busy times is essential.
- Be well organised with excellent time management and prioritisation skills and good attention to detail.

This job description is a statement of requirements at the time of writing and is not contractual or exhaustive. It should not be seen as precluding future changes after appointment to this role and it may be amended over time.

Application by CV and covering letter (2 pages max) detailing how you fulfil the role description and personal specification.

Please send by email to: recruitment@malariafurthermore.org.uk **no later than noon on Friday 11th January.**

There will be a 2-stage interview process: 1st interviews provisionally scheduled for 18th January and 2nd for 24th January 2019.

STAFF BENEFITS

- 10% employer pension contributions
- 28 days annual leave plus 8 bank holiday days
- Interest-free staff season ticket loan scheme
- Continuing personal development opportunities
- Professional training and qualification subsidy

