Job Description

Job Title:	Corporate Partnership Manager (CBS Partnership)
Directorate:	Fundraising
Reports to:	Senior Corporate Partnerships Manager

About the Role

The CBS Partnership Manager plays a key role in the Corporate Partnerships team, managing and growing corporate relationships. Our multi-year strategic partnership with Coventry Building Society and The Co-Operative Bank (who are in the process of a merger) is one of our largest, worth over £1.2 million per year and provides critical funding to several core programmes. Following a successful first three years in partnership, our Third Sector Award nominated partnership is now at a pivotal juncture as we work on the specifics of longer-term renewal, deepening our impact.

Alongside management of the CBS partnership, you will line manage two direct reports, a Senior Corporate Partnerships Officer and a Corporate Partnerships Officer, with responsibility for the delivery and growth of the 'mid-value' partnership portfolio (c.£700k) which comprises all corporate accounts generating £10,000 -£130,000.

The role operates within the Relationship Fundraising Department, made up of Corporate Partnerships, Nationwide Partnership, Philanthropy and Trust and Statutory teams, responsible for c.£12m income. The Corporate Partnerships team are budgeted to deliver £8.6m this financial year.

Key Responsibilities

- Lead on the delivery of the CBS partnership in line with the agreed objectives by providing first class account management and strategic planning. This includes financial monitoring and reforecasting, activity and stewardship planning; alongside detailed tailored reporting.
- Own and maintain positive relationships with key internal and external partnership stakeholders including programme delivery, finance, communications and policy teams; and work effectively with CBS Group's Social Impact and communications teams, as well as local delivery partner St Basils'.

- Organise and lead regular touch points and meetings to further the progress of the partnership for day-to-day contacts, and Senior leadership relationships.
- Support the Governance Group, made up of senior internal stakeholders who oversee the strategic direction and risk monitoring within the partnership, as well as the Performance and Monitoring Group who support programme delivery, finance and reporting delivery.
- Represent Centrepoint and our partnership with Coventry Building Society at external events, working proactively to build the external reputation of the partnership.
- Provide effective line management to direct reports, Senior Corporate Partnerships Officer and Corporate Partnerships Officer, ensuring PDPs, portfolio growth and monitoring plans are in place.
- Build strong working relationships across the fundraising team and wider organisation.

Essential Experience:

- Experience managing one flagship or a portfolio of large (6 or 7-figure), multi-year, national strategic corporate partnerships.
- Proven success in developing detailed partnership plans and the ability to make decisions, demonstrating initiative and problem solving to maximize partnership opportunities.
- Demonstrable experience of senior stakeholder management, confident influencing and negotiation skills.
- Experience of preparing thorough, engaging proposals and reports for donors.
- Exceptional financial and performance reporting which displays accuracy and an understanding of corporate partnership nuance.
- Experience of prioritising and managing a multi-disciplinary workload effectively and working to agreed deadlines.
- Line management experience and evidence of developing direct reports.

Desirable Experience:

- Experience within the charity sector.
- Familiarity with using Raiser's Edge or a similar fundraising CRM.
- Background of working with a corporate partner from within Financial Services.
- Experience supporting and reporting to Partnership Governance groups.
- Knowledge of B4SI reporting.
- Previous experience supporting homelessness/ a youth organization.

Essential Skills:

- Excellent written and verbal communication skills, able to translate complex information into clear, compelling proposals and reports.
- Good understanding of the fundraising environment and applying knowledge of trends to your approach.
- Knowledge of fundraising regulations and best practice.
- Confident using Microsoft Office and databases including teams and Power BI.

Essential Behaviours:

- Builds strong, trusted relationships with internal and external stakeholders.
- Proactive and entrepreneurial in identifying and pursuing new funding opportunities.
- Takes ownership and accountability for delivering high-quality work.
- Demonstrates resilience, able to work flexibly and positively in a changing funding environment.
- Maintains high levels of accuracy and attention to detail, particularly around proposals and reporting.
- Genuine interest in and commitment to understanding the issues facing young people experiencing homelessness.
- Commitment to developing direct reports and providing support to the wider Corporate Partnerships team.
- Champions equality, diversity and inclusion.
- Acts as an ambassador for Centrepoint and its values.

Working Together	Works collaboratively across departments, shares knowledge openly, builds positive relationships and contributes to achieving shared organisational goals.
Learning Continually	Actively seeks feedback, develops knowledge and skills, embraces learning opportunities and applies learning to improve performance.
Engaging with Change	Responds positively to change, demonstrates flexibility, embraces innovation and supports continuous improvement.

Understanding our Goals	Understands Centrepoint's mission and objectives and ensures work contributes to delivering positive outcomes for young people.
Accountability	Takes ownership of responsibilities, delivers work to a high standard, meets deadlines and acts with integrity and professionalism.

Centrepoint Values

All staff at Centrepoint are expected to work according to our six values. Below are examples of the behaviours expected for each of them. These will be assessed at interview and are included here to inform your expectations of the type of person we are looking for to join our organisation.

Integrity ***We always put the good of young people and Centrepoint first*** • We commit to living these values in our professional lives at Centrepoint • We work hard to build trust and productive relationships • We are honest and transparent • We confront issues early in a direct and constructive way	**Energy** ***We are ambitious for young people and we have relentless drive, commitment and resilience to achieve that*** • We act decisively, using our energy to deliver and exceed expectations • We understand our strengths and use them to strive for excellence • We have creative optimism and we embrace change and drive it • We have the courage and stamina to make tough decisions and see them through
Humility ***Our work is a service that supports and challenges each person in our sphere of influence to fulfil their potential and ensure that they are engaged and inspired to perform*** • We show empathy, sincerity and are servant-hearted in our approach • We are self-aware; continuously seeking to improve and we take full responsibility for our own development • We offer to help without hesitation and ask others for support when we need it	**Entrepreneurial** ***We are enterprising and innovative – professional, optimistic and always thinking about how to improve*** • We are commercially aware and financially conscious • We communicate well and bring people with us • We know and understand our business and the impact of both internal and external forces • We always ask ourselves how it can be done better; we are more 'why not?' and have the flexibility to adapt
Accountable ***We know what we have to do and why. We have high standards and expectations of ourselves*** • We have a clear direction and are fully accountable for delivery in our area	**Focused** ***We deliver for and with young people in a way that is creative, inspiring and enjoyable*** • We put young people at the heart of all we do • We are mindful of risk, seeking to be risk intelligent

• We take personal responsibility to deliver and exceed expectations • We seek and gain the commitment of others; helping others to achieve what they need to do, by inspecting what we expect. • We celebrate success and reward the right behaviour at the right time; fully supporting the appropriate challenge of inappropriate workplace behaviours	• We create a collaborative spirit where people are treated equally with respect • We focus relentlessly on results