

Making the Leap.

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| Role Title | Head of Corporate Partnerships |
| Reporting to | Deputy CEO |
| Location | Kensal Green, London, and remotely. Currently three days a week in the office. |
| Working hours | Monday to Friday, 9.00am to 5.00pm |
| Salary | £47k to £50k per annum, depending on experience |
| Pension Scheme | 8% contribution (5% non-contributory) |

Making The Leap is a small and innovative societal change charity that aims to make a big difference. From direct delivery, to advocacy and leadership, we refuse to stay in our lane and believe passionately that those we exist to serve have the right to be anything they want to be. To say that this is an exciting time for the organisation would be an understatement, as our incredible funders, donors, partners and supporters have given us the chance to move to the next level, and have further influence and delivery nationally.

The shared soul of the organisation is to be passionate about helping young people from less-advantaged backgrounds; build up other charities and community groups and want to partner with them or support them; want to work with businesses and organisations to get things done; and care deeply about addressing racial inequity generally (and anti-Blackness in particular). The people here work hard, are good at what they do, and for so many it is 'home', with an average tenure of 11 years. It's a nice environment to be in, friendly, flexible and one that gives you the reward of making a tangible difference in people's lives – it's great.

The organisation has a number of strands: core Making The Leap; the UK Social Mobility Awards; the Social Mobility Podcast and our brand new initiative Black Charity Leaders.

The Role

The organisation works with a combination of partners (private & public sector) on a variety of initiatives, that aim to improve the career chances for young people from less-advantaged socioeconomic backgrounds. The Head of Corporate Partnerships will lead in securing partnerships, with mainly private institutions, and manage relationships that will bring in revenue to the charity, and jobs & other career opportunities for our young people.

They will need to use their experience, hard work, creativity and proven negotiation skills to ensure the success of our ambitious plans for achieving the long-term sustainability of Making The Leap. The five main areas will be: partnerships and projects with Corporates on their ESG/diversity priorities around social mobility, and matching those to our delivery - such as employee engagement, recruitment; the BCL initiative to improve race equity in the charity – by providing mentors, funding and other support; bespoke research partnerships related to social mobility and/or race equity; UK Social Mobility Awards – securing SOMO partnerships, generating entries for the Awards and tickets & table sales for the fundraising gala; and charity of the year partnerships, including fundraising campaigns and payroll giving.

PRINCIPAL ACCOUNTABILITIES AND RESPONSIBILITIES

Strategic

- Develop and implement the corporate partnership strategy, which includes account management of existing partnerships and development of new partnerships.
- Develop a strong pipeline of corporate prospects to ensure the financial targets are met and exceeded.

- Identify and develop opportunities for working with corporates to help raise the aspirations and increase the access to opportunities for young people from less-advantaged socioeconomic backgrounds.
- Create strong development and stewardship plans for all corporate partnerships, ensuring engagement and support from across the organisation to help deliver the partnerships.
- Contribute to the development and maintenance of high-quality materials to be used in proposals, applications and presentations to help engage corporates in the organisation's current and future work.
- Ensure that data is collected and maintained for each corporate partnership and those identified in the prospect pipeline.
- Lead, develop and maintain successful relationships with key corporate supporters.
- Work in close collaboration with the Deputy CEO and Head of Development on joint income generation KPIs, targets and planning.
- Establish KPIs that help create a strong portfolio of partnerships that meet set targets.
- Play a lead role in contributing to MTL's wider income generation and communication strategy.
- Maintain and update a list of targets for the UK Social Mobility Awards (SOMOs).
- Drive entries, sell tables and secure partners for the SOMOs.

Operational

- Establish and monitor relevant KPI's for both short and long-term growth.
- Provide management information to the CEO and Deputy CEO regularly and, when requested, attend Senior Management Team and Board meetings
- Ensure that the relationship and practice of the organisation with its corporate partnerships is compliant with Data Protection law and with good practice in Fundraising Standards and legal requirements in this area.
- Lead risk management and make recommendations to mitigate any issues with achieving financial and other goals.

Communication

- Work with colleagues across the organisation to identify the work and stories most likely to be valuable to corporates and ensure that this information is collected and communicated effectively to corporates.
- Deliver presentations that support societal change to corporate partners.
- Ensure senior management, other colleagues and trustees are kept informed with developments in the field of corporate partnerships.
- Encourage colleagues and trustees to take part in the development and stewardship of corporate partnerships.
- Participate in Making The Leap's promotional activities (including televisual, radio and written media) as appropriate.

General

- The Post Holder must at all times carry out their duties with due regard to Making The Leap's policies including Equal Opportunities, Health & Safety and Safeguarding Policy.
- To promote and support the achievement of the organisation's mission, values and goals.
- To act as a positive ambassador for the organisation in all opportunities.

- To maintain a high standard of integrity in professional, personnel and financial matters, and to act in accordance with the organisation's code of conduct.
- To positively contribute to the management team and the effective running of the Charity.
- To uphold and promote the organisation's commitment to equity, diversity and inclusion.
- To participate appropriately in Making The Leap's events as required.
- To undertake any other duties within the general scope of the post.

PERSON SPECIFICATION

Experience

- A track record of managing partnerships between businesses (and/or charities)
- Experience of developing a strategy for growing corporate income through procurement and delivery of corporate partnerships
- Clear evidence of business development from initiation to launch
- A track record of high performing and impactful delivery
- Evidence of effective working knowledge of strategic corporate partnerships including both the procurement of new partners and the ongoing management of partnerships
- Experience of negotiating partnership agreements
- Experience of budget creation and financial management and accountability

Skills and knowledge

- An interest and understanding of social mobility, charity and race equity
- An ability to understand, construct and maintain consistent messaging for the organisation's brands
- Excellent verbal and written communicator
- Excellent planning, organisational and project management skills, including costing, prioritisation and time management
- Successful negotiating, presentation and reporting skills
- Ability to develop strategies, operational plans and KPIs in collaboration with a number of key stakeholders
- Evidence of effective IT Skills
- Ability to develop and manage senior relationships with corporates
- Ability to represent the organisation at external events or with external stakeholders, as appropriate.

Personal attributes

- Willingness to join the organisation's shared soul
- Passionate about enabling social change and supporting young people to achieve the best from life
- A purpose-driven mindset and commitment to an ethical approach
- Proactive, self-starter with the energy and drive to identify and deliver areas for change
- Professional, approachable and compassionate
- A flexible attitude with a curious mindset and ability to keep learning

If you wish to be considered, please apply by e-mail to Paola Contessi, paola.contessi@mtl.org.uk, with your CV and a covering letter explaining why you are interested in this position and why you want to work for Making The Leap. The covering letter is your opportunity to talk yourself into an interview: please use it.

***Please note: Any application that does not include a covering letter will not be considered.**

Due to the large number of applications we receive, we regret that only shortlisted candidates will be notified.