

Role: Partnerships Manger
Team: Business Development – New Client Acquisition, Fundraising
Package: Pension, Unlimited leave, Flexible working
Location: London based
Salary: £30,000 - £35,000 + up to 20% bonus
Start: August 2021

Job description

Corndel delivers first-class professional development programmes to some of UK's largest businesses and over 50 charities. We are one of the fastest growing companies in the UK and provide a great platform for ambitious, motivated individuals to take the next step in their career.

Since May 2017, all major organisations in England have a ring-fenced budget that can only be spent on training. As a Partnerships Manager, you play a vital role in the continued growth of Corndel's New Client Acquisition strategy, with a focus on the third sector. Working closely with the Partnerships Director, you will help identify, win and develop new relationships with charitable organisations across the UK.

This is a fantastic opportunity to be part of an ambitious team working to develop transformational partnerships with the country's extensive charity network through providing training opportunities for the next generation of charity leaders. Aligning with their Learning & Development strategies, your role is to help charitable organisations recognise the potential return on investment from utilising their Apprenticeship Levy funds through enrolment in our Fundraising Diploma programme, and other transformative programmes.

Reporting into Corndel's Partnership Director, who leads on our Charity Sales Strategy, we see this position as one which provides the opportunity to learn and will develop and grow over time. Corndel have an excellent track record of developing and promoting our staff.

Responsibilities include:

- Working towards ambitious partnership targets
- Supporting the growth and development of Corndel
- Working closely with Corndel's Partnership Director to identify, engage and secure new partnership opportunities with charitable organisations
- Building relationships with new clients and helping them to understand how their Apprenticeship Levy can be used to achieve their strategic goals
- Supporting the delivery of campaigns, proposals, pitches and stakeholder engagement strategies to win new clients
- Working closely with the Account Management team to ensure that services are implemented on time and a positive, ongoing customer relationship is secured
- Helping organise and manage promotional and engagement communications

We are looking for a highly motivated individual who can demonstrate:

- A track-record of achieving or exceeding financial targets and KPI's, preferably in a business-to-business or corporate fundraising role
- Experience of engaging and influencing senior decision-makers in organisations
- Demonstratable experience, knowledge and passion for the third sector
- Exceptional relationship management and stewardship skills
- Strong written and verbal communication and listening skills
- Driven to succeed in a performance driven environment
- A willingness to develop and learn

Corndel is committed to building a brilliant team that is inclusive in its culture, and values diversity so that we can best serve the needs of the learners and clients that we support. We strive for equality of opportunity in all that we do and actively encourage applicants from all groups and backgrounds to apply for this role.

About Corndel:

We deliver transformative professional learning for leading UK businesses, focused on core corporate competencies which provide strategic advantage.

We deliver a suite of professional development programmes with our 'Leadership Academy' & 'Digital Academy' core to organisational success: Data Analytics, Data Literacy, Leadership and Management, Project Management, DevOps Engineering and Software Development.

In addition to this, Corndel delivers the Fundraising Diploma; an Institute of Fundraising accredited Levy-funded programme to upskill and support Fundraising professionals, and wider support roles, in their effectiveness for third sector organisations.

We work with some of the UK's leading not-for-profit organisations including UNICEF, The Children's Society, Marie Curie, Macmillan Cancer Support, Action for Children, Guide Dogs, The Prince's Trust and the NSPCC.

We have differentiated ourselves from the market by delivering a quality offer focussed on professional coaching and original content. We offer the opportunity to be part of an exciting and ambitious high-growth, award-winning business.

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