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# Partnerships Manager

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## About

Today, thousands of children will become slaves. Taken to work in brothels, sweatshops, as domestic workers. One every 30 seconds. Do you care about this? As in really care? If you do, then read on.

Justice and Care exists to bring freedom to people and communities living in the grip of slavery. We rescue women and children who have been brutally exploited. We restore their lives. We fight slavery, pursuing and dismantling criminal networks and bringing perpetrators to justice. We secure communities at risk from traffickers and spark systemic change.

We have a strong track record of impact:

- 5,063 Lives rescued
- 1,134 Arrests made
- 4,157 Survivors supported
- 1,275 Exploiters prosecuted
- 51,164 Police officers, public prosecutors, and community leaders trained in trafficking awareness

Our work has led to major systemic change in India, Bangladesh and the UK. It is also award winning - securing in 2020 a coveted Thomson Reuters Stop Slavery Award for our work in Bangladesh and the 'Breakthrough of the Year' in the UK's Third Sector Awards for our Victim Navigator Programme. In Romania we have recently been given a SocNET (Serious Organised Crime Network) Award for our outstanding contribution to counter Modern Slavery and Human Trafficking.

## Role overview

We are looking for a brilliant relationship builder to help unlock investment in our work - to help individuals and companies to give generously into our work and help fight slavery together. If you are successful, you will be:

- **People orientated** - you will be a natural conversationalist, engaging, interesting and interested.
  - **Passionate** - You are passionate about the eradication of human trafficking.
  - **Willing to roll up your sleeves** - You will not be afraid of hard work. A team player, committed to making things work and helping get everything in place to do so.
  - **An outstanding communicator in person and on paper** – You will be able to tell a good story, describe our work - whether in 20 seconds or 20 minutes and be able to write the most brilliant and compelling emails and proposals.
  - **Happy to make an ask** – You are the sort of person who's not afraid to encourage people to be generous with their money, time and connections.
  - **Someone who takes the initiative** - You are a self-starter, a go-getter and an ambitious type. You will propose solutions rather than focus on problems.
  - **A great networker** - You will already have people you can call, ready to step in to help!
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## Purpose of the role

We have a group of philanthropic and corporate donors who are committed to our cause and we want to continue to engage them, but also inspire others to join them in investing in our award winning work.

We are confident that, given our focus, reputation and track record as an organisation, there are many others who have the ability to give generously. We have ambitious growth plans as a charity and need to raise the funds to make these possible. It will be your responsibility to help us develop major donor giving and break into the world of corporate giving in the UK. You will find these people and connect with them, convincing them to give and to open up their networks, and organise fundraising events. Your work will allow us to help us to see more victims rescued, lives restored and traffickers brought to justice. It will also ensure we are able to work with governments to spark systemic change.

## Position in organisation

You will report to the Relationships Manager, but with support from other key members of the executive team as you need it, including our Chief Executive. You will also have access to our Board of Trustees.

## Scope of job

To develop and deliver key relationships in order to inspire people to give generously into our work - and ensure brilliant engagement with our work. You will seek to meet and exceed income targets through:

- Managing a portfolio of carefully selected relationships with major donors and corporate partners
- Leading on prospect research to identify prospective major and corporate donors, and bringing in new business opportunities
- Building new relationships with corporates in the UK and creating a brilliant supporter journey for these partners
- Project managing regional and national donor events
- Working your own networks to build support for our work

## Duties and Key Responsibilities

### Strategy

- Work with the Relationships Manager and others to design and implement an outstanding corporate strategy and help develop the major giving programme for Justice and Care
  - Work with others across the organisation to ensure that your work delivers a strong return on investment
  - Work with the Relationships Manager to implement a major donor and corporate events programme
  - Maintain an external market focus to ensure good understanding of market trends and forces that will inform marketing and fundraising strategies going forward
  - Implement the strategy to achieve agreed objectives
  - Maintain good awareness of products and services offered by competitors
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## **Relationship building**

- Act as an external ambassador for Justice and Care
- Make links, develop and maintain excellent relationships with key businesses, developing a strong funding stream for Justice and Care through corporate giving and staff engagement
- Manage a portfolio of selected relationships with key investors, trusts, foundations and businesses through face to face meetings, email, phone calls and video calls. You will use your passion, sales gifts and strong communication skills to help compel people to partner with us
- Set individual goals for each based on knowledge of the donor or corporate partner - creating a plan for each through a series of monthly touch points, meetings, events, trips
- Research prospects and maintain a pipeline of long-term and short-term income from warm and cold contacts in line with the Fundraising Strategy
- Create and manage opportunities to engage prospects and major donors in the work of Justice and Care in order to secure new gifts and to consolidate relationships
- Where appropriate, undertake strategic speaking engagements
- Create offers, proposals and asks to engage major donors and corporates with our work
- Input into the production of high quality written proposals and make verbal presentations tailored specifically to meet the requirements of corporate organisations and individual donors' interests

## **Reporting**

- Ensure systems are effectively supporting team activity in being able to receive, process and track donations and development of relationships, providing recommendations as required
- Ensure that our supporter database is kept up to date
- Create regular reports that accurately reflect donor activity and performance with analysis, identification of root causes and proposed actions
- Participate in monthly meetings to provide the Executive Team with clear visibility of whether corporate and key investor fundraising is on budget
- Highlight risks and opportunities against the agreed budget
- Ensure the forecasting approach is robust with clear visibility of confidence levels
- Provide visibility of income restrictions to enable the organisation to manage the unrestricted expenditure available to the organisation

## **Other**

- To liaise and collaborate with others in the organisation as necessary
- Undertake other tasks as necessary to contribute to the Development Team and overall objectives

It is worth noting, this job description is not exhaustive. It merely acts as a guide particularly as this is a new role it may be amended to meet the changing requirements of the charity at any time after discussion with the post holder.

**Location:** Waterloo, London

**Salary:** Competitive, Dependent On Experience

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## Person specification

	Essential	It would be great...
<b>Qualifications</b>	Degree or equivalent	Fundraising or marketing qualification
<b>Experience</b>	Experience in relationship based fundraising with corporate funders and high net worth individuals	Experience working cross culturally
	Experience in communicating to people with a compelling call to action	Public speaking
	Experience in strategic thinking and planning, to ensure resources are planned and deployed strategically	Experience of developing and managing communications and development of new initiatives
	Experience in identifying prospective major and corporate donors, and bringing in new business opportunities	Travel within the 'developing world'
	Proven experience in customer relationship management	
	Developing and managing communications and creation of new initiatives	
<b>Skills/Abilities</b>	Ability to communicate clearly, assertively and diplomatically	Project Management skills
	Superb networking and relational skills	
	Proven ability in prioritising complex and wide-ranging opportunities	
	Ability to persuade and influence at all levels to deliver results	
	Excellent writing skills and attention to detail	

<b>Personal Qualities</b>	Target and outcome driven
	Passionate to do whatever you can to combat modern day slavery
	Adaptable – with a desire to learn and pioneer
	Love working as part of a team
	Results driven and a self starter
	Listening Skills
	Willingness to work anti-social hours

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