

Job Description:

Head of Partnerships

Location:	Hybrid, in the London Office 2 days/week
Reports to:	Director of Fundraising
Line Manages:	Senior Corporate Fundraising Manager, Trusts Fundraising Manager, Special Events Manager (total team of 6)
Key stakeholders:	External Partners, Senior Volunteers, Fundraising Team, Marketing and Comms Team, Service Delivery, and SMT

Purpose of the role:

This is a pivotal leadership role responsible for driving sustainable income growth through corporate partnerships, trusts and foundations, statutory funding and strategic fundraising special events.

Working closely with the Director of Fundraising, you will lead the development and delivery of Back Up's Partnerships strategy, securing high-value, long-term relationships that support our mission while identifying new opportunities for growth and innovation.

You will inspire and develop a high-performing team, oversee our flagship fundraising events and work collaboratively across the organisation to maximise income and deepen engagement with supporters and partners.

VALUES

Our values are central to our approach:

We embrace challenge:

Challenge is central to our learning and growth; it helps us gain knowledge and skills. By finding ways to overcome challenge and move forward we gain a sense of achievement, supporting us to realise our full potential.

We have fun:

We believe that having fun allows us to connect with others, whilst opening opportunities to develop, achieve and get the most out of life, showing that there is a positive future after spinal cord injury.

We build inclusive communities:

We achieve more for people affected by spinal cord injury when we work together. We are collaborative and inclusive in our approach. We embrace diversity, working with and supporting individuals, groups, and the wider spinal cord injury community, bringing people together.



We are ambitious for each other:

We are driven by the needs of people with a spinal cord injury and their families. We are passionate, striving to be the best. We set high standards, and we work hard to reach them. We are proactive, push boundaries, try new approaches and we learn quickly. We recognise that failure doesn't have to equal loss, rather an opportunity for growth. We listen to what people affected by spinal cord injury want and we seek innovative responses based on their feedback.

RESPONSIBILITIES:

Strategic Leadership

- Lead and evolve Back Up's Partnerships strategy aligned to organisational objectives.
- Identify opportunities to diversify and grow income across corporate, trusts, statutory and commercial partnerships.
- Contribute to fundraising strategy, budgeting and business planning.
- Monitor KPIs, income targets and pipeline performance.
- Prepare reports and forecasts for senior leadership and trustees.
- Act as core member of the Fundraising Leadership Team.

Corporate Partnerships

- Develop an ambitious corporate partnerships programme.
- Personally secure and steward high-value partnerships.
- Develop compelling partnership propositions.
- Build and manage a robust prospect pipeline.
- Explore sponsorship, commercial collaborations, and pro bono opportunities.

Trusts, Foundations and Statutory Funding

- Oversee the statutory, trusts, and foundations programme.
- Lead the development of high value, complex funding applications.
- Support compelling funding applications across funders.
- Identify new funding opportunities.
- Ensure timely, high-quality reporting and stewardship.

Special Events

- Provide strategic oversight of special events fundraising, for example: Front Row Fashion, the City Dinner, and the Back Up Ball.
- Support the Special Events Manager to maximise income, sponsorship and engagement.

Leadership and People Management

- Lead, coach and develop a high-performing team.
- Foster an inclusive and collaborative culture.
- Set objectives and support professional development, including through mentoring, coaching, and training.



Relationship Management

- Build relationships with partners, trustees and stakeholders.
- Represent Back Up externally.
- Work collaboratively across the organisation.
- Ensure partnerships align with Back Up's values and ethical fundraising principles.

Planning, Performance and Governance

- Manage budgets, forecasts and income pipelines.
- Maintain accurate CRM records.
- Analyse performance and recommend improvements.
- Ensure compliance with fundraising regulation and organisational policies.
- Support the ethical and responsible use of AI and other technologies across the charity to support our ability to deliver for people with spinal cord injury.

PERSON SPECIFICATION

Essential Experience

- Significant experience securing a wide variety of high-value corporate partnerships, statutory, and trust funding.
- Track record of delivering 7 figure income targets.
- Experience leading fundraising or business development teams.
- Experience developing fundraising or commercial strategies.
- Experience managing fundraising special events.
- Experience managing senior stakeholder relationships.
- Experience managing KPIs, budgets, and forecasts.

Essential Knowledge and Skills

- Excellent influencing, negotiation and relationship-building skills.
- Outstanding written communication and presentation skills.
- Strategic thinking and commercial awareness.
- Strong project management and organisational skills.
- Ability to use data and CRM systems to inform decisions.
- Collaborative leadership style.

Desirable

- Knowledge of disability or spinal cord injury.
- Experience with Power BI, Canva, Mailchimp or Asana.

The above list is not exclusive or exhaustive, and the post holder will be required to undertake such duties as may reasonably be expected within the scope of this role.

