

Corporate Partnerships Lead (New Partnerships)

Job description

It will take a society to beat dementia. Alzheimer's Society.



Who we are

Dementia is the UK's biggest killer. One in three people born in the UK today will develop dementia in their lifetime.

At Alzheimer's Society, we're the UK's leading dementia charity and the only one to tackle all aspects of dementia by giving help and hope to people living with dementia today and in the future. We give vital support to people facing the most frightening times of their lives, while also funding groundbreaking research and campaigning to make dementia the priority it should be.

Together with our supporters, we're working towards a world where dementia no longer devastates lives.

Our values

Our values tell everyone who we are as an organisation.

Our values make sure that our focus is clear for the challenges and opportunities ahead and remind us of what we all stand for.

Our values are evident in everything we do, how we do it and how we work together.

These are not just words on a wall, we live these every day in all our work. We are determined to make a difference when and where it matters most, by being passionate, focussed and making a lasting impact for people affected by dementia.



Determined to make a difference

We're passionate, we're focused and we make a lasting impact for everyone living with dementia.



Trusted expert

We're listening, we're learning and we use experience and evidence.



Better together

We're open, we combine our strengths and we achieve more together.



Compassionate

We're kind, we're honest and we don't shy away from challenges.

Through our values we will make the greatest difference for people affected by dementia. Whether you are someone living with dementia, a family member or carer, a supporter, a donor, a colleague from another organisation, an employee or a volunteer, these four values will shape your experience with Alzheimer's Society.

Corporate Partnerships Lead (New Partnerships)

Position in the organisation

Reports to the Head of Corporate Partnerships.

Member of our Corporate Partnerships team.

Part of our Income & Engagement directorate.

Purpose of this role

We are here for anyone affected by dementia to help them navigate some of the hardest and most frightening times of their lives.

We are advisors, supporters, fundraisers, researchers, influencers, communicators, technical specialist and so much more. We are volunteers, we are employees, and together we are here to make a difference to the lives of people living with dementia and their carers.

The purpose of this role is to provide ambitious and commercial leadership to the New Partnerships team at Alzheimer's Society, driving excellence to secure high-value partnerships that deliver long-term growth and impact for partners, society, and Alzheimer's Society's broader organisational strategy.

The Corporate Partnerships Lead (New Partnerships) will lead and develop a high-performing, commercially focused team, setting the strategic direction needed to secure high value partnerships and campaigns. Through inspiring leadership and a strong external focus, this role will own the New Partnership's strategy, whilst maintaining a key role in securing some of our most significant new opportunities.

This is a highly external-facing role requiring regular face-to-face engagement with corporate partners, prospects, stakeholders and team colleagues.

We are looking for someone who exemplifies our values, someone who is: Determined to make a difference when and where it matters most. A trusted expert who believes in working Better together and demonstrates true Compassion.

Key accountabilities and responsibilities

Overarching responsibilities

- This role leads the New Partnerships team, responsible for identifying and securing high-value partnerships that drive income, impact, and other key metrics for Alzheimer's Society, our partners, and people affected by dementia.
- Embed and deliver on our bold new vision and strategy for the team, positioning Alzheimer's Society as a sector leader in corporate partnerships and contributing to the team's £5m+ income target for 2026/27, as well as future years' income.
- Build and maintain relationships through regular in-person meetings with partners, prospects, stakeholders, and colleagues across the UK.
- Lead the team with a culture of ambition, high-performance, innovation and collaboration, providing the right balance of support, challenge and accountability to help colleagues thrive and succeed.

- Develop team capability through a combination of formal development, coaching, observation, shadowing and collaborative learning opportunities delivered both virtually and face-to-face.
- Play an influencing role in shaping how we approach markets, defining what great new partnerships look like through a strong, commercial approach.

New Partnerships and Stakeholder Management

- Provide strategic leadership and direction across the team, ensuring a commercial approach and focus on high-value opportunities with the greatest potential for income and impact.
- Personally lead on some of the highest-value and most complex partnership and campaign opportunities, securing transformational partnerships and long-term growth.
- Lead by example by maintaining and showcasing a deep knowledge of priority sectors, market trends, key influencers and the wider corporate partnerships landscape.
- Represent the organisation at a senior level externally with prospective partners and internally, including with Associate Directors and the Executive Leadership Team.
- Work closely with stakeholders across the organisation to develop compelling propositions, materials and strategies that strengthen our partnership pitches and campaigns.
- Influence and collaborate across teams to ensure the development of high-quality, tailored proposals and engagement materials for corporate audiences.
- Support the team to build and leverage relationships with key decision-makers, influencers and external networks to maximise opportunities for Alzheimer's Society.
- Ensure the team maintains a strong understanding of Environmental, Social and Governance (ESG) priorities and emerging trends, applying this insight to partnership strategy and development.
- Build Alzheimer's Society's profile across networks and external spaces, staying ahead of trends, developments, and competitor activity.
- Lead the team's budgeting and financial planning processes, ensuring effective forecasting, monitoring and delivery against targets.

Partnership Management

- Work closely with the Corporate Partnerships Lead (Partnership Management) to ensure new partnership insight, learning and successes inform partnership growth strategies and future opportunities.
- Ensure an effective onboarding process for all new partners, including contracting, transition planning and a seamless handover to the Partnership Management team.
- Foster a strong cross-team culture that encourages collaboration, knowledge sharing and continuous learning, supporting long-term partnership success and team development.

Wider team management and general responsibilities

- Maintain a strong understanding of risks and opportunities and lead with a solutions-focused approach.
- Provide timely and accurate financial and non-financial reports, leading on recommendations for planning and forecasting.

- Oversee the delivery of regular monitoring, measurement, and impact reporting across our partnerships, ensuring we meet and exceed ambitions and expectations.
- Acquire, maintain, and communicate an excellent knowledge of Alzheimer's Society – its strategy, vision, priorities, and other key areas.
- Provide development-focused and target-driven line management that supports your direct reports and their abilities to drive success with the wider team.
- Build respect amongst colleagues and partners as an expert in this field.
- Ensure that all partnerships are compliant and are demonstrating best practice standards.

We are looking for someone who can...

- Adhere to all the Society's service standards, policies and procedures.
- Comply with the data protection regulations, ensuring that information on clients remains confidential.
- Be responsible for personal learning and development, to support the learning and development of others and the whole organisation.
- Work in a manner that facilitates inclusion, particularly of people with dementia.
- Implement the Society's health and safety policy and procedures, ensuring that all practices and procedures are undertaken in accordance with a healthy and safe working environment and that all staff and volunteers for whom you may be responsible are aware of their responsibilities in respect of their role, monitoring data and recommending action as required.
- Administrate and organise own work to ensure that it is accurate and meets quality targets, reasonable deadlines, and reporting requirements.
- Follow the Society's management information guidelines and requirements, including ensuring appropriate monthly measures on service usage levels are collected and submitted on the services database or other systems in accordance with deadlines.

Person specification and selection criteria

Skills & knowledge	Application (A) or Interview (I)
Good leadership skills, with a proven track record of managing, developing and inspiring high-performing, resilient teams, while driving strategic and commercial thinking to drive impactful results.	A/I
Experience leading and developing teams, building capability and performance in line with strategic objectives.	A/I
Good commercial and strategic insight, mindset and approach, with a deep understanding of the charity and corporate landscapes, and Environmental, Social and Governance priorities. Proven ability to identify opportunities, manage risk and drive sustainable partnership growth and value.	A/I
Significant experience of securing high-value, complex partnerships or campaigns, including seven-figure income opportunities, gained within the charity, public or private sectors.	A/I
Proven experience of building, managing and influencing relationships at all levels, including senior executives and C-suite stakeholders.	A/I
Experience of leading complex projects, initiatives, or cross-functional working groups, engaging effectively with colleagues at all levels.	A/I
Highly developed influencing and negotiation skills, with the ability to secure support and drive outcomes with senior internal and external stakeholders.	A/I
Experience leading complex projects, steering or working groups, engaging effectively with colleagues at all levels.	A/I
High level of motivation, initiative, and personal accountability, with a drive to achieve ambitious goals and delivers results.	A/I
Highly effective interpersonal skills, demonstrating diplomacy, credibility, sound judgement and the ability to build trust with a wide range of stakeholders.	A/I
Good written and verbal communication skills, with the confidence and ability to present and engage contacts at all levels of seniority.	A/I
Good people management experience, with a track record of developing talent, capabilities, continuous learning and professional growth.	A/I
Ability to demonstrate business acumen and use this knowledge to identify risks and opportunities for the future.	A/I
Good financial and budgetary management skills, including the ability to build and manage budgets effectively through the year.	A/I

Competencies & personal attributes	Application (A) or interview (I)
Be a team player, supporting colleagues when there are deadlines, and who knows when to ask for help themselves.	A/I
Be a self-starter and incredibly motivated.	A/I
Excellent organisational and timekeeping skills.	A/I
Excellent attention to detail.	A/I
Non-judgemental communication	A/I
Commitment to and understanding of equal opportunities	A/I
Understanding of the inclusion agenda and its relevance within a diverse society.	A/I

This post will be subject to a satisfactory Criminal Records Check, from either the Disclosure and Barring Service (England & Wales), Disclosure Scotland Check (Scotland) or AccessNI (Northern Ireland). If you require further information regarding Criminal Records Check, then please contact: careers@alzheimers.org.uk

Our benefits



Financial Security

- Group Personal Pension Plan with Scottish Widows – with up to 8% employer contributions rate
- Life Assurance Scheme – two times your annual salary
- Society Plus and Smart Spending App – giving you unbeatable savings at hundreds of retailers



Health & Wellbeing

- Health Cash Plan
- 24/7 Employee Assistance Programme including online and face to face coooselling
- Discounted gym membership with Society Plus
- Lived Experience Networks
- Mental health app and unlimited therapy



Personal Development

- Apprenticeships
- Leadership development programme
- Financial support towards relevant professional qualifications



Family & Dependants

- Enhanced family leave - 16 weeks paid for all parents
- Paid time off work for fertility treatments for both partners
- Paid carers leave
- Paid dependants leave
- Paid compassionate and bereavement leave
- Paid time off work to support those transitioning



Recognition

- Annual people awards
- Long service awards
- Thank you eCards
- Values Hero and Society Legend Awards



Work Life Balance

- Annual leave of 27 days increasing to 30, plus bank holidays
- Career breaks of up to 3 months
- Flexible working
- Wellbeing leave