

Corporate Partnerships Manager

Job description

Together we are help and hope for everyone living with dementia



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 Manager

Position in the organisation

Reports to the Senior Partnerships Manager
Member of our Partnership Management Team
Part of our Corporate Partnerships Team

Purpose of this role

Dementia can change everything for the people living with it, and for the people around them. At Alzheimer's Society, we're here to make sure no one has to face it alone.

As Corporate Partnerships Manager, you will lead the day-to-day development and delivery of our partnership with The FA. Working across both organisations, you will build trusted relationships, coordinate complex activity and create opportunities that deliver sustainable income, meaningful impact and value for both partners.

This is much more than traditional partnership management. You will bring commercial thinking, expert project management and a strong external focus to a nationally visible partnership. You will connect the right people, turn ideas into clear delivery plans, and ensure activity is ambitious, well-governed and rooted in the priorities of The FA, Alzheimer's Society and people affected by dementia.

You will work at least one day a week from The FA's Head Office in Wembley Stadium, alongside regular face-to-face engagement with partners, stakeholders and colleagues across the UK.

Key accountabilities and responsibilities

Lead and grow the partnership

- Own and deliver an ambitious, insight-led partnership plan, with clear objectives, milestones, KPIs, accountabilities and measures of success.
- Identify and develop opportunities to deepen and broaden the partnership, including income growth, audience reach, employee engagement, campaigns, events, advocacy, skills and in-kind support.
- Bring a commercial mindset to partnership development, connecting The FA's priorities with Alzheimer's Society's mission, expertise and strategic opportunities.
- Turn emerging ideas into credible, mutually valuable opportunities, building the case for investment and securing senior support where needed.
- Monitor partnership performance and external developments, using insight and learning to recommend priorities and keep activity relevant, distinctive and ambitious.

Build influential relationships

- Build and maintain strong relationships across The FA and Alzheimer's Society, from operational colleagues to senior and executive stakeholders.
- Act as a trusted, credible and solutions-focused point of contact, understanding stakeholder priorities and navigating different perspectives to maintain momentum.
- Develop and maintain a stakeholder engagement and stewardship plan that creates the right level of connection, visibility and involvement throughout the partnership.
- Represent Alzheimer's Society confidently at partner meetings, events and external opportunities, communicating our impact in a way that is clear, relevant and compelling for corporate audiences.

Deliver with expert project management

- Lead the end-to-end delivery of a varied programme of high-profile events, campaigns, communications and partnership activity, often involving multiple teams and tight deadlines.
- Create clear project plans, decision points, roles, dependencies and risk controls, ensuring colleagues understand what is needed and by when.
- Coordinate cross-organisational working across fundraising, brand, communications, finance, legal, data, services, research, policy and other specialist teams.
- Anticipate challenges, resolve issues quickly and escalate decisions at the right time, balancing pace, quality, risk and stakeholder expectations.
- Ensure activity is delivered to a consistently high standard and that learning is captured and applied to future work.

Maximise income, impact and value

- Be accountable for agreed partnership income, expenditure, KPIs and non-financial outcomes, providing accurate forecasts, commentary and mitigation plans where required.
- Develop creative, tailored engagement opportunities that inspire participation and strengthen the connection between The FA, its audiences and Alzheimer's Society.
- Work with communications colleagues to develop integrated plans that celebrate the partnership, extend reach and demonstrate tangible impact without overpromising.
- Produce high-quality proposals, presentations, briefings and impact reports that bring the partnership story and future potential to life.
- Use evidence, partner feedback and performance data to evaluate activity and demonstrate the value created for both organisations.

Protect and strengthen the partnership

- Lead the partnership's contractual, due diligence, data protection, brand and compliance requirements, working with specialist colleagues to manage risk appropriately.
- Maintain accurate, timely CRM records and partnership documentation, ensuring decisions, contacts, activity and income are clearly recorded.
- Contribute insight, learning and best practice to the wider Corporate Partnerships team, helping strengthen our approach to purpose-driven partnerships.
- Work collaboratively with colleagues across Alzheimer's Society and The FA, supporting wider priorities where they align with the partnership's objectives.

Other tasks

- Where required, lead Dementia Friends information sessions for your partnership.
- Where required line manage a Corporate Partnership Executive or Corporate Partnership Officer providing guidance, support, constructive feedback and development opportunities.
- When required, carry out other tasks within the scope of the role to meet the needs of your partners and the wider charity.

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)
A strong track record of managing and growing high-value, complex or high-profile partnerships, delivering against financial and non-financial objectives.	A/I
Excellent relationship-building and influencing skills, with the confidence to work credibly with senior and executive stakeholders.	A/I
Strong commercial awareness and the ability to connect partner priorities with opportunities for income, impact, reach and wider shared value.	A/I
Excellent project management skills, with experience coordinating multiple workstreams, stakeholders, deadlines, risks and dependencies.	A/I
The ability to shape strategic partnership plans, translate ambition into action and use insight to prioritise activity and make sound decisions.	A/I
Experience in event management, with the skills required to plan, coordinate and implement an innovative programme of high-profile events from concept to delivery.	A/I
Clear, compelling written and verbal communication skills, including experience developing proposals, presentations, reports and senior briefings.	A/I
Understanding and demonstrable interest in Corporate Partnerships and trends within Environmental, Social, Governance agendas	A/I

Competencies & personal attributes	Application (A) or interview (I)
A proactive, solutions-focused and resilient approach, with the judgement to navigate ambiguity, challenge constructively and maintain momentum.	A/I
Strong financial and organisational skills, including forecasting, budget management, KPI tracking and accurate CRM management.	A/I
A collaborative working style and a genuine commitment to creating inclusive partnerships that make a difference for people affected by dementia.	A/I
Knowledge of international and domestic football is desirable, but not essential.	A/I
Genuine interest and curiosity in the world of business, corporate partnerships and dementia.	A/I

Follow us on Twitter and Instagram @Alzheimerssoc and Like us on Facebook or check out Alzheimer's Society YouTube channel [youtube.com/AlzheimersSociety](https://www.youtube.com/AlzheimersSociety)

Criminal Record Check

This post may 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). Please select the level of Check required for this role:

Basic ☐

Enhanced ☐

Not Applicable ☒

Candidates - If you require further information regarding Criminal Records Check, then please contact: **careers@alzheimers.org.uk**

Hiring Managers - If you require further information regarding Criminal Records Check for this role, then please contact: **Employeesupport@alzheimers.org.uk**

Our benefits



Financial Security

- Group Personal Pension Plan with Scottish Widows – with up to 8% employer contribution 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 counselling
- Discounted gym membership with Society Plus
- Lived Experience Networks
- Mental health app and unlimited therapy



Personal Development

- Apprenticeships
- Women in Leadership development programme
- 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