

# Senior Corporate Development 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.

# Senior Corporate Development Manager

## Position in the organisation

Reports to the Head of Corporate Partnerships  
Member of our Corporate Partnerships team.  
Part of our Income and Engagement directorate.

## Purpose of this role

At Alzheimer's Society 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 with dementia and their carers.

The role of Senior Corporate Development Manager is to lead our New Partnerships team to identify, develop, and secure high value, long-term partnerships that deliver mutual benefits for our partners and Alzheimer's Society. Alongside your peers, you will lead the strategic vision and development of the team, as well as the opportunity to directly lead on your own high value prospects. They may also be line management responsibilities.

As a key leader within the Corporate Partnerships team, you will work closely with the other Senior Managers to drive impact and growth across our activity and contribute towards the wider team strategy. We are looking for someone with significant, relevant experience in corporate partnerships, the public or commercial sectors, or other partnership or business development areas. The successful candidate should demonstrate a strong growth mindset to drive forward success of the New Partnerships team with vision, energy, creativity, and ambition.

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

### Leadership role

- Work closely with your co-leads to lead the New Partnerships team to identify, develop, and deliver new high-value partnership opportunities.
- Develop a high-value strategy with an ambitious vision that sets us up as a sector-leading team, winning and delivering exceptional partnerships.
- Build key, peer relationships across the Society, particularly with teams or stakeholders who contribute towards the development and delivery of our partnerships.
- Demonstrate strong stakeholder management skills to influence and negotiate internally and externally to ensure maximum value for our partnerships.
- Plan effective resourcing for the team's work, working with leadership to ensure we are resourced to deliver and develop partnership opportunities.
- Accountable for delivering the New Partnership's team's financial targets and KPIs.
- Support junior members of the team on developing their high value opportunities.
- External presence to deepen your knowledge, and profile Alzheimer's Society's work.
- This role may have line management responsibility in the team.

## New Partnerships

- This role will lead on the highest value opportunities (typically £1m+) so the candidate must have experience in managing the tasks and accountabilities associated with this.
- Demonstrate first-class development and management of a pipeline of opportunities.
- Research, target, develop funding opportunities with businesses across several sectors.
- Work closely with others to develop strong, impactful propositions, and with the Strategic Change team to embed impactful change strategies within our propositions.
- Develop deep knowledge of your industries, key influencers, relevant news, and media.
- Work with others to prepare high-quality, bespoke proposals for corporate audiences.
- Identify key stakeholders and influencers within business or external bodies, to ensure Alzheimer's Society is profiled and opportunities maximised.
- Develop and maintain an understanding of best practice in Corporate Social Responsibility/ESG and stay informed on emerging trends in these areas.
- Prepare and deliver bespoke and engaging presentations to a variety of audiences.
- Complete full on-boarding process for new partners, including partnership agreement negotiation and smooth handover to the Account Management team.
- Lead the budgeting and financial processes effectively.

## Other tasks

- Support and work within the framework of the Income and Engagement strategy.
- Ensure due diligence processes are followed at all times, to ensure all prospective partners adhere to Alzheimer's Society's Ethical Policy.
- Accurate and timely reporting to key stakeholders, e.g. Head of Corporate Partnerships
- Ensure the database is up to date with key information in compliance with regulations.
- Represent the Society to a range of supporter audiences.
- Take on other tasks, duties, or projects that support the team's activity and growth.

## 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)
Significant experience and proven success in a senior corporate partnership function, or relevant, equivalent experience in the public or commercial sectors	A/I
Track record of developing and winning high-value (ideally £1m+) opportunities, meeting financial and KPI targets, and identifying growth opportunities ongoing.	A/I
Complex, project management experience, working cross-organisationally to achieve goals and objectives	A/I
Ambitious and results-focussed individual who can demonstrate a growth mindset to deliver at a high standard	A/I
Demonstrable leadership experience, supporting the vision and development of others around you	A/I
A skilled relationship builder, able to demonstrate developing senior-level relationships internally and externally	A/I
Demonstrable ability to present confidently to external audiences with impact	A/I
Confident in negotiating and influencing to a range of stakeholders	A/I
Demonstrate a commercial mindset and genuine interest in the opportunities of business and charity partnership opportunities	A/I
Work well autonomously, as well as part of a team, using initiative and demonstrating analytical thinking when required	A/I
Confident budgetary management experience	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
Use initiative and demonstrate a solutions-focused attitude to your work.	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

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# 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