

Corporate Partnerships Lead (Partnership Management)

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 (Partnership Management)

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 strategic and impactful leadership to the Partnership Management team at Alzheimer's Society, driving excellence to deliver long-term growth and impact in line with our new, ambitious strategy.

The Corporate Partnerships Lead (Partnership Management) will lead and develop a high-performing Partnership Management team, setting the strategic direction for partner engagement, relationship management, and impactful delivery. This role will also have direct responsibility for some of the organisation's most significant and complex partnerships.

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

- Lead and develop the Partnership Management team, overseeing a diverse portfolio of high-value corporate partnerships, including with The FA, British Airways and CBRE.
- Provide strategic leadership for the development, growth and delivery of our partnerships, with accountability for achieving financial and non-financial objectives and a wider team budget of over £5m in 2026/27.
- Develop and deliver the Partnership Management team strategy, ensuring alignment with the wider strategy and Alzheimer's Society's organisational priorities.
- Build and maintain relationships through regular in-person meetings with partners, stakeholders, and colleagues across the UK.
- Foster a high-performing, collaborative and innovative team culture, creating the right balance of support, challenge and accountability to enable colleagues to thrive and deliver exceptional results.

- Develop team capability through a combination of formal development, coaching, observation, shadowing and collaborative learning opportunities delivered both virtually and face-to-face.
- Drive excellence in partnership management, ensuring partners receive a best-in-class experience that maximises long-term value, engagement and impact.
- Build strong relationships across the organisation, influencing and collaborating with colleagues to ensure the successful delivery of partnership objectives and shared goals.
- Act as a senior leader within the Corporate Partnerships team, contributing to strategic planning, decision-making and the continuous improvement of ways of working.
- Play an influencing role in shaping how we approach markets, defining what great partnership management looks like through a strong, commercial approach.

Partnerships and Stakeholder Management

- Provide strategic leadership and direction across the partnership portfolio.
- Support the team to develop and deliver ambitious partnership plans, including growth strategies, KPIs and stakeholder engagement plans.
- 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 partners and internally with senior stakeholders, including Associate Directors and the Executive Leadership Team.
- Maintain direct involvement in the stewardship and growth of our largest opportunities and most complex partnerships.
- Influence and collaborate across the organisation to drive the development of compelling partnership materials, strategies, and growth opportunities, ensuring partnerships achieve shared objectives.
- Support the team to maximise opportunities through Alzheimer's Society campaigns, events and propositions, driving income, engagement and impact.
- Build and maintain strong relationships with senior partner stakeholders, acting as an ambassador 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.

New Partnerships

- Work closely with the Corporate Partnerships Lead (New Partnerships) to ensure partnership insight, experience and successes inform the strategy for securing new partnerships.
- Ensure the effective and seamless handover of new partnerships, supporting a strong transition to long-term relationship management.

- Collaborate to ensure new partnerships are onboarded successfully, setting them up for sustainable growth, engagement and impact.

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 thinking and delivering impactful results.	A/I
Significant experience of managing and growing high-value, complex partnerships, including seven-figure income relationships, gained within the charity, public or private sectors.	A/I
Highly commercial mindset and approach, with a strong understanding of the charity and corporate landscapes, Environmental, Social and Governance priorities, and a proven ability to identify opportunities, manage risk and drive sustainable partnership growth and value.	A/I
Experience leading and developing large teams, building capability and performance in line with strategic objectives.	A/I
Proven experience of building, managing and influencing relationships at all levels, including senior executives and C-suite stakeholders.	A/I
Successful track record of driving partnership performance through innovation, delivering against ambitious financial and non-financial targets, and delivering long-term impact.	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 of leading complex projects, initiatives, or cross-functional working groups, engaging effectively with colleagues at all levels.	A/I
Effective planning and organisational skills, with the ability to prioritise effectively, manage competing demands and lead delivery across multiple parts of the organisation.	A/I
Good interpersonal skills, demonstrating diplomacy, credibility, sound judgement and the ability to build trust with a wide range of stakeholders.	A/I
Good people management experience, with a track record of developing talent, capabilities, continuous learning and professional growth.	A/I
High level of motivation, initiative, and personal accountability, with a drive to achieve ambitious goals and delivers results.	A/I
Good financial and budgetary management skills, including the ability to build and manage budgets effectively through the year.	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

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