

# Partnerships Manager

Applicant information pack



**We are**

**1,400**

different food bank locations

**40,000**

volunteers in our network

**12,000**

churches supporting us

**100,000+**

community groups and schools and millions of  
people across the UK ready to take action

**And together,  
we are Trussell.**

# Introducing Trussell

**Our vision is for a UK without the need for food banks or put another way, we exist so everyone can be free from hunger.**

We're an anti-poverty charity and community of food banks. We work together to ensure no one in the UK needs a food bank to survive, while providing food and practical support to people left without enough money to live on.



## Our mission

We exist so that everyone in the UK can be free from hunger. We work together to ensure no one needs a food bank to survive. Until that happens, we will continue to stand alongside people facing hardship, providing emergency food and practical support to people left without enough money to live on.

## Our values

Our values underpin everything we do. Hunger and poverty are not inevitable, and we all have a responsibility to take action.



### Compassion

This motivates us to stand alongside people facing hardship and provide support and care for individuals.



### Community

As people, we are all interconnected, and because of this we have a responsibility to support one another.



### Justice

This drives us to insist that it is not right that somebody should experience hunger or poverty, and take action to change this.



### Dignity

We recognise the value of every individual, prioritising other people's needs and concerns in the spirit of friendship.

## Ending hunger together

Last year, our community of food banks distributed 3.1 million emergency food parcels – the most ever in a single year.

People need food banks when they don't have enough money to afford the basics forcing impossible decisions like whether to heat their home or put food on the table, or whether to go without toiletries like shampoo, toilet roll or tampons.

Hunger in the UK isn't about food – it's about income.

We need urgent action on hunger in the UK. People are being pushed to the brink because they don't have enough money to live on. This can't go on. We refuse to stand by while so many of us can't afford to eat, keep warm and pay the bills.

## How will we end the need for food banks?

Food banks are a vital lifeline for so many people facing hardship, but in a just and compassionate society, no one should need one.

Not so long ago, food banks were not needed to the extent they are today. Our social security system was created 80 years ago to protect people from hunger and hardship, and for decades after, people were a lot less likely to need a charity's help for the essentials. So we know things can be better.

We know what's pushing people to food banks and we know the building blocks needed to end hunger for good.



# The role

**Programme:** Together with Trussell

**Responsible to:** Senior Philanthropy Manager

**Hours:** Full-time (35 hours per week)

**Salary:** £46,726.71 per annum plus benefits

**Based:** Based from home, London or Salisbury – travel around the UK as necessary including attendance at staff conferences, 121s and team away days

## Role outline and purpose

The Partnerships Manager is responsible for managing and growing sustainable, mutually beneficial partnerships. Developing high-value strategic partnerships to deliver income and additional support, in line with our overarching objectives and ambitious income targets.

This role is part of the Together with Trussell programme, the goal of which is to build stronger connections with our supporters, partners and donors in order to increase funding, campaigning, and other forms of support for our work. As a member of an enabling programme, this role is focused on the successful delivery of the Together with Trussell programme outcomes, which underpin and enable the outcomes of our 5 external programmes – together contributing to the fulfilment of our long term vision of a UK without the need for food banks.

## Responsibilities

- Provide day to day relationship management for a portfolio of partnerships ensuring that all activities comply with applicable law and the Code of Fundraising Practice. Aligning closely to ensure Trussell's obligations to partners are met.
- Assess and create growth opportunities for partnerships, maximising income and delivering on our overall charitable strategy and objectives.
- Work with colleagues across directorates to ensure that partnerships deliver tangible impact and that partners have the resources to enable them to communicate benefits to employees, customers and other stakeholders.
- Participate in regular 1:1s and annual reviews, contributing to the identification of objectives and targets, and monitoring of progress towards them.
- Actively contribute to a culture of innovation, resourcefulness and best practice to make the best use of time and skills in the team.
- Lead on team projects that support our team goals, helping to contribute to the development of team resources in support of our aim of delivering bigger, better partnerships.

# Person specifications

## Technical skills and minimum knowledge

- Experience and knowledge of Corporate and Trust Fundraising or applicable background
- Use of Salesforce or similar cloud-based software tool
- Funding awareness and knowledge of various corporate sectors, trusts and foundations
- Knowledge of what a successful partnerships campaigns entail
- The ability to create and deliver compelling proposals
- The ability to communicate effectively and to motivate commercial partners, trusts and foundations
- Excellent relationship management skills, working collaboratively with multiple stakeholders and different teams

## Behaviours and competencies

- Demonstrates a commitment to the values of Trussell
- Demonstrates empathy for people from disadvantaged, marginalised or socially-excluded backgrounds
- Role models inclusive behaviours and values
- Demonstrates resilience, resourcefulness, flexibility and perseverance
- Analyses and communicates complex information effectively to different stakeholders
- Works with others as one team, actively listening and collaborating to achieve a shared vision. Building strong internal relationships, sharing information and expertise

## Key stakeholders

- Partnership Development team
- Together with Trussell programme team
- Foodbank Resilience programme team
- Finance team
- Impact Measurement team
- Making Social Security Work programme team
- Corporate Partners, Trusts and Foundations

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01722 580 180 or email [recruitment@trussell.org.uk](mailto:recruitment@trussell.org.uk).

[trussell.org.uk/jobs](https://trussell.org.uk/jobs)

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