

Partnerships Manager (12-month FTC)

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 Manager (Trusts or Corporate)

Responsible for: N/A

Hours: Full-time (35 hours per week)

Salary: £56,286.17 per annum plus benefits

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

Role outline and purpose

To manage and grow sustainable, mutually beneficial relationships. Developing high-value strategic partnerships with businesses, Trusts and Foundations to deliver long-term income and additional support, in line with our overarching programme objectives and ambitious income targets. Responsible for delivering income, strong stewardship, engaging impact reports and donor activities, liaising with internal and external stakeholders to build impactful relationships with high value supporters and employees.

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

Manage and develop relationships with existing high-value corporate partners, trusts, foundations and key stakeholders to ensure successful long-term relationships.

- This includes managing requests, organising engagement opportunities, developing and reviewing partnership communications, liaising with senior contacts, reviewing contracts for further approval, creating impact reports and messaging, to deliver a positive and professional supporter experience.

Identify and create growth opportunities

- Identifies and creates growth opportunities to maximise income and engagement. This includes researching existing funders, developing engaging proposals and producing bespoke project information, driving strategic direction in our partnerships and contributing to our overall charitable strategy and programme objectives.

Collaborate with colleagues across Trussell.

- Collaborates with colleagues across Trussell to ensure that partnerships deliver tangible impact and that partners have the resources to enable them to communicate benefits to all stakeholders.

Accurately manage income pipeline (assess and mitigate risk)

- Accurately manages income pipelines to ensure appropriate escalation of changes to forecast, by assessing risk, ongoing pipeline management in Salesforce and attending monthly review meetings, in order to provide certainty and forward visibility to internal stakeholders and I&E Boards.

Actively contribute to a culture of innovation, learning and best practice.

- Actively contribute to team culture to make the best use of time and skills in the team. This includes engagement in team meetings, clinics & training, as well as reviewing partner activity for compliance with applicable law and code of fundraising practice, leading on team projects to support our goals and sharing learnings and expertise, to contribute to a culture of high performance and support.

Person specifications

Core Knowledge

- Practical knowledge of applicable laws, charity legislation and Code of Fundraising Practice
- Comprehensive knowledge of what a successful corporate charity partnership or Trust relationship entails
- Commercial awareness and knowledge of corporate sectors, Trusts and Foundations, and ways of working
- Use of Salesforce or similar CRM and pipeline management tool

- Strong IT literacy (MS Office, video conferencing software)

Essential Skills

- Excellent relationship management skills, internally and externally
- Ability to create and deliver compelling proposals
- Excellent written and verbal communication to motivate corporate partners, trusts and foundations
- Analysis and communication of complex information
- Project Management and task prioritisation
- Pipeline and data analysis

Key Experience

- Relevant experience of managing high-value Corporate and Trust fundraising relationships or applicable commercial background
- Leading or contributing to collaborative working across a number of teams

Key stakeholders

Stakeholder/Group	Interaction	Frequency (Regularly/Ad-Hoc/Project specific)
Internal		
Line Manager	Provides updates, seeks guidance where required, and collaborates to ensure priorities are achieved.	Regularly
Partnership Development Team	Collaborates to deliver shared objectives and provide mutual support.	Regularly
Together with Trussell Programme Team	Collaborates to deliver shared objectives and provide mutual support	Regularly
Programme Funding Team	Collaborates to deliver shared objectives and provide mutual support	Regularly
Other Programme Teams	Engages on specific proposals, or activities to deliver partnership activity and income targets	Ad-hoc

Finance Team	Engages to manage income pipeline, grant expenditure, detailed proposals and invoicing	Ad-hoc
Senior Stakeholders	Engages to deliver stewardship to funders in line with value	Ad-hoc
External		
Donors, Trustees & Grant Managers	Provides updates, impact reporting, thanking and stewardship at all levels	Regularly
Food banks, network support team and Head of food bank partnering	Engages to deliver shared objectives and activities	Ad-hoc

Committed to being a
menopause friendly
employer



If you have questions about this position, please call
01722 580 180 or email recruitment@trussell.org.uk.

trussell.org.uk/jobs

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