

CORPORATE BUSINESS DEVELOPMENT MANAGER

Duration:	Permanent
Salary:	£42,000
Job Level:	4
Hours:	35 hours per week. Other flexible arrangements will be considered
Disclosure Level:	Basic - This role involves no direct contact or regulated activity with children.
Team:	Corporate – Business Development
Reports to:	Corporate Business Development Lead
Location:	Working from home and at 1 Westfield Avenue, London E20 1HZ

At the UK Committee for UNICEF (UNICEF UK), we pull together to achieve the best possible results for children in danger around the world. We believe in an inclusive workplace and in the power of fulfilled colleagues who share the same values and goals, enjoy their work and are motivated to do their utmost for children.

Our work is guided by the UN Convention of the Rights of the Child (UNCRC) and the Sustainable Development Goals (SDGs), which recognise the universality of children's rights.

ABOUT THE TEAM

The Partnerships and Philanthropy Directorate oversees the fundraising efforts with individual philanthropists, corporate, foundations & trusts and sports partnerships, and fundraising activity in Scotland. The Directorate is responsible for raising funding from non-statutory sources in the UK to deliver change for children in the UK and across the world.

The Corporate Partnerships Team has achieved significant growth in recent years, securing, retaining and growing major six, seven and eight figure partnerships with private companies – manages outreach and account management with both UK and global corporate partners.

ABOUT THE ROLE

The Corporate Business Development Manager role is central to achieving UNICEF UK's ambitions to working with the private sector, and will have responsibility for cultivating and securing mutually beneficial six, seven and eight figure corporate partnerships with UK HQ'd companies in line with UNICEF UK's New Business strategy and to deliver against agreed income targets.

What we will expect you to achieve

- Deliver agreed annual income targets by securing mutually beneficial, multi-year corporate partnerships, focusing on partnerships worth £250K+ per annum
- Working collaboratively with the Business Development Lead, you will inform and implement 'end to end' sector-based strategies – prospecting, qualifying, cultivating and securing multi-year corporate partners in high-value and growth sectors in the UK market
- Support the Business Development team as whole by developing compelling proposals, presentations, supporting documentation and attending meetings
- Think creatively, innovate and be proactive to help cultivate new partnership opportunities

- Proactively use data and insights to inform your decision making and approaches, role modelling best practice on relevant platforms e.g. CRM.
- Participate on key cross-organisational priorities as required, as well as leading on key thematic priorities in the wider Corporate team.
- Demonstrate and model a commitment to our shared values, behaviours and inclusive practices (known as [Our Shared Commitment](#)) in all aspects of your work and leadership

BEHAVIOURS, EXPERIENCE AND SKILLS

This section contains the essential behaviours, experience, knowledge and skills needed in order to be effective and successful in this role. All criteria in this section are essential.

Effective behaviours

Supporter driven and mission aligned

- Is committed to children and their rights and motivated to work towards achieving a world that is fit for every child

Communication

- Conveys complex ideas and messages using a variety of methods to engage an audience and win understanding and support

Achieving change

- Demonstrates flexibility and adaptability to working in new scenarios
- Demonstrates a solution focused approach
- Maintains focus in uncertain or ambiguous situations

Negotiating and influencing

- Using a range of approaches to gain commitment. Ability to operate and negotiate with confidence with new and existing contacts at a senior level

Collaboration

- Consults others and shares expertise, know-how and ideas with colleagues for best results
- Values diversity, respecting and drawing on colleagues' different perspectives, skills, experience and knowledge

Relevant experience

- Experience of successful corporate charitable fundraising, including winning, negotiating and delivering new business partnerships
- Experience developing and implementing new procedures and strategies

Specific knowledge and skills

- Knowledge and interest of current developments, trends and issues in corporate fundraising
- Knowledge of CRM systems, processes, and practical approaches to create a supporter orientated culture

- Able to learn new skills and knowledge on strategic private sector engagement at a leading international organisation.