

CORPORATE BUSINESS DEVELOPMENT LEAD

Duration: Permanent

Salary: Circa £57,000 per annum

Job Level: 3

Hours: 35 hours per week. Other flexible arrangements will be considered

Disclosure Level: Basic - This role involves no direct or indirect work with children

Team: Corporate – Business Development

Reports to: Head of Corporate Partnerships - Business Development

Location: 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 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 award-winning Corporate Partnerships team at UNICEF UK secures and grows long term, multimillion pound partnerships with leading Headquartered companies including the likes of easyJet, Accenture, Unilever, AstraZeneca and Arm. Our vision is to be the partner of choice for the UK's most influential companies, working together to put children and their futures at the heart of business, which is essential now more than ever. With ambitious growth plans for 2026, we are expanding our portfolio of truly strategic, pioneering partnerships that deliver meaningful impact for children.

ABOUT THE ROLE

The Corporate Business Development Lead role leads approaches and negotiations to secure long-term, 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

- Deliver agreed annual financial targets by initiating and securing mutually beneficial multi-year corporate partnerships from cold to contract signing, targeting multi-million-pound partnerships (with a minimum annual partnership value of £250k)
- Represent UNICEF UK externally and effectively engage and influence senior level corporate decision makers to secure long-term, high value partnerships as well as funding for our humanitarian response appeals
- Think creatively, innovate and be proactive to help cultivate new opportunities for partnerships with the private sector
- Use data and insights to help inform our decision making and approaches ensuring all data is captured on relevant platforms
- Support the development of the wider team through representing them on key cross-organisational & global UNICEF priorities, as well as line management responsibilities to members of the Business Development 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

Good management

- Employs a flexible management approach: coaching, supporting, or guiding for best results; providing strategic direction, clear objectives and parameters for each person's accountability

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
- Maintains a win-win approach by balancing achievement of both UNICEF UK's and external partners' objectives.

Results focused

- Prioritises work that will have the greatest impact on agreed aims and anticipates challenges that could impact delivery targets. Responds flexibly to unforeseen events to minimise any negative impacts

Relevant Experience

- Significant experience of successful corporate fundraising, including a proven track record of winning, negotiating and delivering high-value new business partnerships including the end-to-end contractual processes
- Line management experience
- Strategic and tactical fundraising planning and budgeting in a UK charity setting, including supporting annual fundraising strategy development
- Strong evidence of funding proposal development, pitching, negotiation skills, prospecting, and effective partner/account management

Specific knowledge and skills

- Knowledge of the external fundraising environment, corporate trends/challenges, and an understanding of regulations that affect corporate partnerships.
- Knowledge of CRM systems, databases, processes, and practical approaches to create a supporter orientated culture