Job Description

Job Title:	Head of Partnerships
Team:	Partnerships
Reports to:	Director of Fundraising

Role Outline:

Lead the development and delivery of the Charity's partnerships income streams, with accountability for creating and implementing long-term strategies to achieve sustainable income growth through corporate partnerships, strategic relationships and other high-value partnership opportunities.

Provide leadership to the Partnerships team, including coaching, performance management and capability development. Foster a high-performing, results-driven culture focused on income growth, high-quality supporter experience and long-term relationship management.

The Head of Partnerships is responsible for identifying, developing and securing high-value strategic partnerships through proactive prospecting, networking and relationship building. The postholder will develop strong relationships with senior leaders, businesses and other influential partners and stakeholders, identifying opportunities to generate significant income, engagement and wider value for Sheffield Children's Hospital Charity. They will demonstrate a strong track record of securing and growing high-value partnerships, ideally including significant income at six-figure level or above, and substantial experience of influencing and working with senior stakeholders to develop compelling partnership propositions, negotiate agreements and deliver long-term, mutually beneficial relationships.

Work closely with the Director of Fundraising and wider fundraising leadership team to develop an integrated approach to partnerships, ensuring opportunities are aligned with the Charity's strategic priorities, major campaigns and wider income generation plans. Act as a senior ambassador for the Charity, representing Sheffield Children's Hospital Charity with credibility and confidence to senior business leaders, external partners and key stakeholders.

Key Competencies:

Strategic Fundraising Relationship Building Negotiation and influencing skills	Leadership and People Management Collaboration Business Development Prospect Management

Responsibilities / Accountabilities:

- Develop and deliver a long-term Partnerships strategy that supports the Charity's overall objectives and delivers sustainable income growth through high-value corporate, strategic and other partnership opportunities.
- Identify, cultivate, negotiate and secure high-value partnerships, developing mutually beneficial relationships that generate significant income, engagement, profile and wider strategic value for the Charity
- Personally manage a portfolio of relationships, partners and prospects, developing tailored engagement and account management strategies to maximise income, impact and long-term value
- Develop compelling partnership propositions, cases for support and opportunities that clearly articulate the impact and value of working with Sheffield Children's Hospital Charity
- Build and maintain a strong and sustainable pipeline of partnership prospects, using proactive prospecting, networking, research and relationship development to identify new opportunities for growth.
- Build strong relationships with business leaders, external organisations and key influencers, acting as a senior ambassador for the Charity and identifying opportunities to broaden and strengthen its partnership network.
- Provide strategic leadership, direction and support to the Partnerships team, fostering a high-performing culture focused on income growth, excellent partner experience and long-term relationship management.
- Analyse partnership income, performance and market intelligence, using insight to inform strategy, forecasting, pipeline development and decision-making.
- Identify opportunities to leverage the Charity's campaigns, events, profile and networks to create new partnership opportunities and increase the value and impact of existing relationships

Behaviours and Qualities:	Skills and Knowledge:
• Inspiring and values-led leader, able to motivate, develop and empower high-performing teams • Naturally collaborative, building strong, trusting relationships across teams, senior stakeholders and external partners • Influential and credible, with the confidence to engage, challenge and inspire • Strategic and forward-thinking, with the ability to identify opportunities and drive long-term income growth	• Proven expertise in developing and securing high-value partnerships, including prospecting, cultivation and pipeline development. • Demonstrable success in securing significant partnership income and developing long-term, mutually beneficial relationships • Advanced relationship management and influencing skills • Strong strategic and commercial thinking, with the ability to identify and develop partnership opportunities.

• Highly motivated, proactive and results-focused, with strong personal accountability for outcomes • Creative and entrepreneurial mindset, seeking out innovative solutions and new opportunities • Resilient and adaptable, able to balance competing priorities and thrive in a fast-paced environment • Insight-led and curious, using data and feedback to continuously improve performance and decision-making	• Strong written communication skills, with experience producing compelling partnership proposals • Excellent verbal communication and presentation skills, with the ability to engage, influence and negotiate effectively with diverse audiences • Strong organisational and project management capability, with experience managing multiple priorities, projects and deadlines. • Experienced in using data and insight to inform decision-making and strategy • Knowledge of fundraising regulations, compliance requirements, due diligence and sector best practice • Experience working cross-functionally with senior leaders and stakeholders to identify and develop high-impact partnership opportunities

This list is not exhaustive, and additional responsibilities may be assigned which are reasonable in order to deliver aims of the Charity

This document will be reviewed periodically and is subject to modifications where appropriate.