



**GREAT  
ORMOND  
STREET  
HOSPITAL  
CHARITY**



**Head of Partnership Management  
Great Ormond Street Hospital Charity**

**AAW**  
GROUP

## Role profile – Head of Partnership Management

<b>Job Title</b>	Head of Partnership Management	
<b>Reports to (Job Title)</b>	Deputy Director of Relationship Fundraising	
<b>Directorate / Function</b>	Fundraising	
<b>Supervises</b>	Senior Partnership Manager x 3	
<b>Job Level</b>	C	
<b>DBS Required</b>	YES	<b>Salary: £55-60K</b>

### About Us

Every day brings new challenges at Great Ormond Street Hospital (GOSH). Every day, over 600 seriously ill children from across the UK arrive for life-changing treatments. Every day, young lives hang in the balance as patients, families and staff battle the most complex illnesses. And every day, the brightest minds come together to achieve pioneering medical breakthroughs that change the lives of thousands of children – and change the world. This extraordinary hospital has always depended on charitable support to give seriously ill children the best chance to fulfil their potential.

Without donations, Great Ormond Street Hospital Charity can't help fund ground-breaking research, advanced equipment, child and family support services, and the rebuilding and refurbishment of wards and medical facilities. Our staff help to raise these vital funds for the hospital and our Trustees have just agreed an ambitious new fundraising strategy that will include one of the biggest capital appeals in our history. A better future for seriously ill children starts with you.

### Role purpose

To lead the Partnership Management team to deliver growth in voluntary net income and build and grow exceptional partnerships. To focus on delivering targets for the charity's major capital appeal, working in partnership with the Deputy Director of Relationship Fundraising, and galvanising the Partnership Management team and supporters behind this transformational opportunity.

### Main duties and responsibilities

The main duties and responsibilities of the role holder are as outlined below:

1. To play a leading role in the Fundraising Leadership Team, and to work collaboratively with colleagues at all levels across the organisation, to maximise unrestricted funds as well as income for research and a major capital appeal.
2. To develop and lead a high performing and collaborative Partnership Management team, working closely with the Head of Partnership Development, to enable partnerships to deliver against growth projections and raise more than £7m a year (growing to £10m+ a year by year 5).
3. To develop and deliver plans in partnership with the Deputy Director of Relationship Fundraising to achieve income and impact targets through current corporate partners, delivering an exceptional supporter experience to grow, retain and extend partnerships.
4. To work collaboratively across the Directorate to ensure programmes are integrated and that opportunities to maximise lifetime value of supporters are leveraged to achieve wider fundraising impact goals.
5. To embed innovation, lean processes, agile working and use of supporter data within the team to drive performance and supporter experience.
6. To lead on relationships with significant partners and key supporters to drive long-term, high value opportunities, and to play a leading role during the set up and initial delivery of particularly high value partnerships, working collaboratively to ensure resource and support is in place.
7. To support the Deputy Director of Relationship Fundraising in developing plans for a major new capital programme, set to raise £100m+, and deliver on targets.
8. To empower the Partnership Management team to work collaboratively across the organisation on strategic and compelling propositions that deliver on targets and impact.
9. To work closely with the Partnership Development team on demonstrating how partnerships will be delivered during the pitch process, and to ensure smooth transition of all new clients to the Partnership Management team
10. To support and empower the Partnership Management team to manage partners and maximise their impact, robustly managing income and expenditure budgets and setting ambitious goals for significant growth.

## Person specification

**Role:** Head of Partnership Management

The Person Specification states the minimum knowledge, skills and experience required to carry out the job and is used for both shortlisting candidates for interview and to identify the areas to explore as part of any assessment or selection for the role including interview.

E = Essential criteria;

D = Desirable criteria

## Key requirements

<p><b>Experience</b></p>	<ul style="list-style-type: none"> <li>• Proven track record in leadership of a partnership management programme, with proven success of delivering innovative partnerships</li> <li>• Proven track record of success in identifying or creating new initiatives to drive growth within existing partnerships</li> <li>• Proven track record in managing, retaining and extending £1m+ corporate partnerships</li> <li>• Establishing, enabling and managing relationships with senior business leaders to open and influence networks</li> <li>• Change management and leadership of teams in a dynamic environment</li> <li>• An experienced people leader, able to inspire, unite and motivate a diverse team</li> <li>• Excellent internal and external high-level relationship building</li> <li>• Successful experience of using a customer relationship management system to support the delivery of plans, targets and an exceptional supporter experience</li> <li>• Setting, managing and delivering seven figure income budgets and developing the plans and strategies to underpin them.</li> <li>• Delivering partnerships that support capital campaigns</li> </ul>	<p>E E E E E E E E E E D</p>
<p><b>Knowledge</b></p>	<ul style="list-style-type: none"> <li>• Strong knowledge in partnership management activities, including working on capital appeals, cause related marketing, and negotiating contracts</li> <li>• A strong commercial acumen and understanding of trends and developments in the commercial and high value marketplace in the UK and beyond.</li> <li>• Strong working knowledge of fundraising regulation and standards, specifically in relation to high value fundraising.</li> <li>• An understanding of the methods involved in leading a high performing team and the ability to galvanise a team to achieve growth targets.</li> <li>• Strong understanding of the principles of delivering an exceptional supporter partnership</li> </ul>	<p>E E E E E</p>
<p><b>Skills</b></p>	<ul style="list-style-type: none"> <li>• Exceptional creativity and proactivity</li> <li>• Excellent interpersonal, communication, negotiation and influencing skills, with ability to persuade, motivate and inspire.</li> <li>• Exceptional relationship building and networking skills, and the gravitas to build rapport with senior individuals</li> </ul>	<p>E E E</p>

	<ul style="list-style-type: none"> <li>• Exceptional leadership and line management skills.</li> <li>• Skilled at internal and external networking to develop relationships at all levels.</li> <li>• Able to budget and forecast expenditure and interpret financial information</li> <li>• Able to present progress reporting and investment cases to senior leadership</li> <li>• Able to manage change, and embed new cultures and ways of working within own team and with others - people, processes and planning</li> <li>• Strong decision making and problem-solving skills.</li> <li>• Understanding of Equality, Diversity &amp; Inclusion principles and a commitment to apply them</li> </ul>	<p>E</p> <p>E</p> <p>E</p> <p>D</p> <p>E</p> <p>E</p> <p>E</p>
<b>Qualifications</b>	<ul style="list-style-type: none"> <li>• n/a</li> </ul>	

This document is not a set of terms and conditions of your contract or an exhaustive list of duties. It is a guide indicating core responsibilities and accountabilities attributed to the role. We expect all our employees to share and demonstrate behaviours and values in line with our aim of ensuring a welcoming, inclusive and productive organisation where respect, flexibility and collaboration are key.

All applicants for any post within Great Ormond Street Hospital Children's Charity are required to declare any involvement, either directly or indirectly, with any firm, company or organisation that has a contract with the hospital or the charity. Failure to do so may result in an application being rejected, or, if it is discovered after appointment that such information is being withheld, then this may lead to dismissal. Great Ormond Street Hospital and the charity are regulated organisations and, as such, all employees must undertake a Disclosure and Barring Service (DBS) check and their name checked against the Violent and Sex Offender Register. The employee will have access to confidential information that may only be disclosed to parties entitled to receive it. Information obtained during the course of employment should not be used for any purpose other than that intended. Unauthorised disclosure of information is a disciplinary offence.

## How to Apply

Please apply by submitting a copy of your Curriculum Vitae (CV) and a covering letter, not exceeding one page, highlighting your suitability for the position and why you are interested, by email to: [talent@aawpartnership.com](mailto:talent@aawpartnership.com).

All applications will be treated in the strictest confidence.

Should you require an informal conversation prior to applying to this role, please email [suzie@aawpartnership.com](mailto:suzie@aawpartnership.com).

Closing date: 9am (BST), Thursday 3<sup>rd</sup> November

Please note we will be longlisting throughout the campaign. Please do apply early to register your interest.

PLEASE ALSO NOTE THE FOLLOWING INFORMATION:

Shortlisted candidates will be invited to attend first interviews with GOSH in the week commencing 15th November. Finalists will be invited to progress to second interviews the week commencing 22nd November.