

Head of Corporate Partnerships

Job Description

Job Title:	Head of Corporate Partnerships
Responsible to:	Chief Operating Officer
Responsible for:	Corporate Partnerships
Liaises with:	CEO, Managing Director, Executive Team, Corporate Partners

The Head of Corporate Partnerships will be responsible for driving the income growth strategy from corporates to enable Resurgo to help more young people from disadvantaged backgrounds enter into sustainable employment.

The Corporate Partnerships team at Resurgo has already seen strong income growth with a track record of household corporate brands as clients. This role will continue to support Resurgo's income growth and enable the Corporate Partnerships team to achieve a £0.5m target for 2017. The income raised is a mixture of donations and earned income from training that Resurgo provides, demonstrating that the coaching services Resurgo offers have significant commercial value.

The Head of Corporate Partnerships will have a strong business development and account management background as well as a proven track record in leading teams to develop and deliver strategy. The leadership style of the successful candidate will be in keeping with Resurgo's mission to be an expression of the Christian life and faith.

Key Responsibilities

1. Develop and drive the Corporate Partnerships strategy

- The Head of Corporate Partnerships will build on the existing successful team strategy and Key Performance Indicators. The main objective for the strategy will

be continuing the team's income growth but also developing strategic partnerships to provide income, volunteering opportunities and work placements for young people that have completed Resurgo's Spear programme.

2. Business development

- Continue to grow the excellent client base and convert the existing income pipeline. The Head of Corporate Partnerships will also be responsible for retaining and developing existing relationships and ensuring that appropriate account management is in place to build and retain long term relationships.

3. Team leader

- The Head of Corporate Partnerships will be responsible for inspiring and managing their team, as well as the wider Resurgo team to deliver on strategy. They will represent the team internally at Executive meetings as well as other internal/external meetings as appropriate.

4. Active participation in Resurgo's team

- As a team member, the Head of Corporate Partnerships will help build and develop Resurgo's ethos and Christian life, including leading and contributing to daily prayer meetings as an integral part of Resurgo's operation.

Person Specification

Essential

- Ability to personally represent the Christian values of Resurgo
- Strong leadership and management skills
- Proven experience developing and delivering strategy, including income targets
- Proven business development experience – including credibility with senior corporate leaders

- Experience of Corporate Social Responsibility
 - Enthusiasm for the practice and understanding of coaching and training techniques
 - Effective interpersonal skills and high emotional intelligence
 - Resourcefulness, in order to engage key personnel and drive the project forwards
 - Professionalism and competence in working with corporates
 - Exercises initiative, highly self-motivated and a forward planner
 - Ability to translate ideas in to practice
 - Excellent administration and organisational skills with an eye for detail
 - Good time management skills with ability to prioritise workload
 - Works well under pressure and meets deadlines
 - Excellent telephone manner
 - Microsoft Word, Outlook, Excel and PowerPoint competent
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Working Requirements

- Monday – Friday 9.30am - 5.30pm, with one hour (unpaid) for lunch
- Occasional evenings (for events such as celebration nights and the annual Spear fundraising party)
- Occasional staff development and training events
- 25 days annual leave plus standard UK bank holidays
- Participation in the wider staff team including taking an active part in weekly staff and prayer meetings and key events such as staff conferences.