

# **TOGETHER, EVERY CHILD AND YOUNG PERSON CAN FLOURISH.**

Corporate Partnerships  
Manager

**JOB RECRUITMENT PACK**



# WHO WE ARE

## WHO WE ARE

AllChild is a charity working with schools, families, councils and community organisations to ensure that together, every child and young person can flourish.

We're pioneering a new way of investing in children's futures - bringing local partners together to listen, co-design, and remove barriers to support and opportunity.

We believe children need the right support, in the right way, at the right time - rooted in the relationships and communities they know and trust.

We call this creating SEA change: improving children's Social, Emotional and Academic wellbeing so they can thrive at school, in life, and in the future they choose.

After nearly a decade in West London, we've expanded to Wigan and are now preparing to grow into more places across the country — deepening our local presence to deliver meaningful, long-term support. Last year, we worked with 1,700 children and young people, helping them build the skills and connections they need to flourish.



# THE ROLE AND YOU

## ABOUT THE ROLE

**Title:** Corporate Partnerships Manager  
**Reports to:** Head of Development  
**Start date:** ASAP  
**Location:** Hybrid, London (Commitment of 3 days in our West London office every week)  
**Hours:** Full-time (35 hours), Permanent  
**Salary:** £42,000 per annum  
**Deadline:** 17 November 2025

AllChild has a proven model for improving outcomes for children. Founded in West London, it is our ambition to deepen our impact and broaden our reach in 10 places by 2030. This is a pivotal moment for the organisation. There is a huge amount of interest in our work – from central government, local authorities and private sector funders (including significant corporate organisations and major philanthropists), because of our innovative collective impact and funding model.

The Corporate Partnerships Manager will play a crucial role in our Development team as we move forward. The role is responsible for maintaining our current high-value partnerships and delivering ambitious income growth with new partners and in new sectors to support AllChild's vital work as we growth nationally.



# THE ROLE AND YOU

## KEY RESPONSIBILITIES

### Fundraising

- Achieve annual fundraising target from corporate partnerships (2025/6: £1.3m)
- Identify prospects and develop cultivation plans and convert new corporate partnership opportunities.
- Develop and deliver stewardship plans to build long-term partnerships and secure multi-year grants.
- Support the CEO and the Development team to build relationships with key decision-makers to advocate and secure funding opportunities.
- Ensure high-quality proposals and reporting are submitted in a timely and impactful manner.
- Represent AllChild externally at meetings and networking events.
- Keep the CRM system updated with all relationship and income activity.
- Support team members when needed to achieve organisational fundraising targets.
- Provide other support to team members and the Development Director as required.

### Strategy & Income Generation

- Working with the Director of Development, lead the execution of both the Corporate Engagement and Neighbourhood strategies, supported by the marketing and communications team.
- Drive growth in high value giving through proactive engagement, partnership development and stewardship, focusing on building long-term and impactful relationships.
- Provide leadership and line management to the Partnerships Officer, fostering a culture of ambition, collaboration, and accountability.
- Work collaboratively with other internal teams/stakeholders to align our Development strategy with organisational goals.

### Events and Communications

- Co-host and deliver Corporate volunteering opportunities alongside the Delivery Excellence Team, including flagship Professional Insight Days with high-ticket partners.

# THE ROLE AND YOU

- Ensure there are regular engagement events, which support fundraising, cultivation and stewardship plans for corporate partners and prospects.
- Ensure regular and targeted messaging to key stakeholder groups to enable cut-through.
- Work closely with the programme, impact and marketing and communications teams to develop compelling cases for support for corporate organisations.

## Other

- Comply with all relevant AllChild Safeguarding policies.
- Maintain an awareness of health and safety and comply with AllChild's Health and Safety Procedures.
- Any other job-related duties as assigned.
- A flexible approach to work is essential. AllChild staff may sometimes be required to adapt their duties to take account of changes in work practices.



# PERSON SPECIFICATION

## EXPERIENCE, KNOWLEDGE AND COMPETENCIES

### Essential

- Proven success in leading high-value partnerships in a charity, - developing pipelines and achieving annual targets of £1m+.
- Strong experience in securing grants from corporates or trusts and foundations through pitches and written applications
- Excellent relationship-building, communication, and negotiation skills.
- Strong relationship-building and communication skills with children and young people.
- Ability to think strategically, drive innovation, and deliver against ambitious income targets.
- Strong management experience.
- Commitment to AllChild's mission and values.

### Desirable

- Knowledge of the UK children's charity landscape.
- Experience in planning and delivering volunteering opportunities
- Familiarity with CRM systems and data-driven fundraising approaches.



# BENEFITS

## ANNUAL LEAVE AND WELLBEING DAYS

We have a generous annual leave policy, of 25 days increasing by 1 day per year up to 30 days. Plus public holidays and a further 3 days of leave during Christmas closure. We also offer 2 wellbeing days per calendar year as a means to support our employees.

## ENHANCED SICKNESS, COMPASSIONATE AND FAMILY LEAVE

AllChild pays above the statutory minimum sickness on a 12-month rolling period. We also offer compassionate leave, up to 10 days for close family members. We offer enhanced pay for maternity and paternity leave to help support staff who are growing their families.

## HEALTH CASH PLAN

Employees can access tailored support for mental and physical health and wellbeing. The support on offer includes (but is not limited to):

- 24/7 Employee Assistance Support.
- Cash back on optical , dental and holistic treatments.
- Physiotherapy.
- Counselling.
- Discount for family activities, such as cinema tickets and gym membership.

## SEASON TICKET LOAN

Staff can apply for a season ticket interest free loan. Your loan repayments are spread evenly over 12 months.

## CYCLE SCHEME

Staff can purchase bike and accessories through our cycle scheme without any upfront payment, and the payments are taken tax efficiently from their salary.

## REFERRAL SCHEME

Employees who refer a friend for any of our vacant positions will receive a £200 voucher if the candidate is successful. Upon their completion of the 6-month probation, the employee will receive a further £200.

# APPLICATION PROCESS

We prioritise safeguarding at AllChild. Our recruitment follows strict guidelines outlined in our Safer Recruitment and Selection Policy. Please read our Safer Recruitment and Selection Policy and complete the online application form. This includes a supporting statement section where you will need to **give specific examples of your work and experience relating to the job description.**

**Deadline: 17 November 2025**

***We reserve the right to close this vacancy early if we receive sufficient applications for the role. Therefore, if you are interested, please submit your application as early as possible.***

**First Round Interview:** Face to face interview. We anticipate first round interviews to be held w/c 24 November 2025. More details will be provided following the invitation to interview.

To ensure fairness in selecting the best candidates for this role, we operate a blind recruitment process. Therefore, all applications are anonymised until an interview has been confirmed.

We are proud to be an employer that puts Equity, Diversity and Inclusion at the core of all that we do, for the benefit of our employees, our partners, and the communities that we work with. We are proud of our diversity and are therefore keen to receive applications from people who may be under-represented in our AllChild community. Please read our EDI statement on our website.

**Please inform us of any accessibility needs for the application or interview process. We will address them when scheduling interviews.**

If you have any questions, please contact our People and Culture Team by email: [hr@allchild.org](mailto:hr@allchild.org)