



Commercial & Partnerships Manager

Full time, although 0.8FTE will be considered

Salary: Up to £42,000 (dependant on experience) + performance related pay

Based: Future Business Centres, Cambridge & Peterborough & East London

Reports to: CEO (interim management is Managing Director)

About Us

Allia is the UK's leading organisation dedicated to helping impact ventures to thrive. For 20 years, Allia has supported those that aim to make positive change and address the most pressing global and local challenges: through flexible workspace, networking and community in its Future Business Centres; its Serious Impact programme of business support for entrepreneurs; and social finance solutions to help charities create greater impact.

In the last 20 years, we have helped 1,440 ventures to start-up, grow and scale, which have launched new innovations and companies, creating 4,500 jobs and we have issued bonds raising over £311.5 million to help charitable organisations with development projects and activities.

Our people are pivotal to our success and we have grown expediently. Our team is over 50 strong in 3 locations and we continue to add to this number. We are an equal opportunities employer who embraces diversity, inclusion and flexible working. In fact, we are the best not-for-profit employer for employee engagement in the Eastern region. We offer a great working environment, true team working ethos, great benefits and much more.

Who We Are Looking For:

A Commercial & Partnerships Manager to contribute at a senior level to the on-going development and delivery of the organisation's strategic objectives in supporting impact ventures.

You will work closely with our CEO to nurture existing partnerships and develop new ones which support our enterprise support activity and wider organisational objectives. You will help us expand and scale our strategic partnerships and increase our portfolio of funding partners – including institutional funders, private trusts and foundations, and corporate supporters.

You will also manage a team of Programme Managers who are tasked with the successful delivery of our business support programmes, ensuring the quality, impact and timely delivery of agreed objectives.

We are looking for a dynamic and highly motivated and experienced individual with a proven track record of generating income and delivering against agreed objectives.

While we expect you to come with an impressive track record, you will be joining a fast-growing non-profit organisation that offers unparalleled opportunities for development and growth.

Role Responsibilities

- Lead and support Serious Impact Programme Managers in meeting internal and external obligations and ensuring a high quality of provision
- Working as part of a small team to manage the development and delivery of the organisation's strategic partnerships and fundraising strategy
- Engage with existing partners, building effective long-term relationships and supporting a culture of effective partner and funder management and collaboration across the Organisation
- Proactively develop new opportunities for partnerships, working to identify prospective partners and develop relationships that lead to new collaborations
- Horizon scan, scope and prepare funding applications and proposals; developing and delivering presentations, and pitches as required
- Monitor performance, including preparing regular partnership and fundraising reports for management and trustees
- Work with the CEO and Brand, Marketing & Communications teams to develop communications that highlight the impact of our work, the role of partners and strategic fundraising asks

Person Specification

You're an effective and engaging relationship-builder.

You're a master communicator with strong influencing skills: charming, persuasive and driven by creating deep and meaningful strategic relationships. From pitching for investment to aligning interests to support a programme, you'll know instinctively how to communicate.

You've got a track record in securing funding – and a bulging address book of leads and contacts to draw from.

You will have significant experience of working with trusts, foundations, grant making bodies or institutional & corporate funders in securing funding. A track record of initiating, leading, and implementing partnership development that leads to significant success in securing funding including bid writing and project reporting.

You're a seasoned manager.

You'll be confident and competent in managing multiple workstreams, balancing project management skills with a keen eye for detail. You are comfortable with budgeting, reporting, negotiating contracts and managing people.

You're passionate about impact innovation.

You'll understand the UN Sustainable Development Goals and be passionate about the role of impact ventures in addressing core social and environmental issues. Ideally you will also have experience of venture support – especially in the impact space.

You're entrepreneurial.

You'll be used to achieving a lot with a little. You'll be able to see opportunities and contribute to developing solutions.

You're not afraid of working hard in pursuit of a big vision.

You are a strategic thinker, reliable, deeply collaborative, a quick learner, and thrive in an evolving environment.

Essential:

- A passion for the mission of Allia and our work supporting impact ventures
- 3+ years relevant experience of developing and managing strategic partnerships with corporates
- 3+ year and proven track record of identifying and securing funding through a variety of sources (trusts and foundations, grant making bodies, high net worth individuals, etc)
- 3+ years management experience – with budget and HR experience
- Experience of monitoring, measuring, and reporting impact, and of forecasting against funders' plans and budgets.
- Excellent written and oral and presentation skills, with the demonstrable ability to prepare and present a compelling case for support

Nice to Haves:

- Experience of supporting and/or incubating start-up businesses
- Experience of programme design to support business growth
- Understanding and engagement with impact issues and a strong professional network in this sector.

To apply please send your CV (including contact details of two referees) and covering letter by 5pm on 13th December 2018 to: recruitment@allia.org.uk

Please note our recruitment process will begin with telephone interviews which will be held on 18th December 2018.