

**Job Title:** Strategic Partnerships Manager

**Reports to:** Head of Relationship Fundraising

**Hours:** 37 hours per week

**Location:** London/Hybrid

**Salary:** from 34k depending on experience

Are you an experienced corporate and/or major donor fundraiser, who is interested in developing world-class strategic partnerships? Looking to build something brilliant? Have ambitions to take your career to the next level? Come and join us at the Royal Society for Blind Children (RSBC).

As a key part of our newly established Relationship Fundraising department, this role joins us at an exciting time as we enter our new strategy in 2025. We’re investing in growth, but we’re realistic about what that means and what it will take to get there, and we want to have fun along the way and provide opportunities for people to progress and grow as we do.

We’re looking for someone who’s fun, strategic, and a great communicator to join our team. If that sounds like you, drop us a line! We’ll be reviewing applications as they come in so encourage people to express their interest early.

Some of the main duties of this role include:

* Working closely with the Head of Relationship Fundraising and High Value Lead to develop robust plans for account management and new business across your portfolio
* Drive targeted new business activity, focused on strategic corporate partnerships and philanthropy, to support RSBC’s strategic goals and objectives
* Working to monthly and quarterly targets

The postholder may be required to work outside ‘normal’ working hours from time to time to cover events.

The ideal candidate will have: strong high value fundraising experience; a flair for spotting mutually beneficial strategic partnership opportunities; a demonstrable track record securing new business from corporate and/or philanthropic supporters working to an annual income target of £300k+; an excellent understanding of the fundraising landscape; ability to pitch tailored compelling presentations or bids translating outcomes and impact to meet high value donor ESG or organisational criteria.

In return we offer a competitive range of benefits including a generous annual leave allowance of 28 days (rising to 29 days after 3 years’ service) + bank holidays, an option to buy an additional 2 days of annual leave, Employee Assistance Programme, Perkbox, flexible working opportunities, 3% contribution towards pension, access to 24/7 GP, mental health care and dental advice via apps if member of pension scheme, season ticket loan. We are a welcoming, diverse and inclusive workforce and are a Disability Confident Employer. We also hold the Investors in People Silver Award.

**For further details on the role, please refer to the Job Description and Person Specification.**

<https://www.rsbc.org.uk/work-for-us/>

**Please apply by emailing your CV and a supporting statement which details how you meet the requirements of the role and person spec to** **recruitment@rsbc.org.uk**

**Closing date: 11 July**

**To apply you will need to have the right to work in the UK. We do not provide any sponsorship.**

The Society is committed to safeguarding and promoting the welfare of children, young people and adults and expects all staff and volunteers to share this commitment. Therefore, all posts are subject to an Enhanced Disclosure check from the Disclosure and Barring Service and 2 satisfactory professional references. Registered Charity No.307892