



Head of Partnerships

Job Description

Summary of the Role

Just Like Us, the LGBT+ young people's charity, is looking for a Head of Partnerships to manage our diverse network of corporate partners. More than one in every three pounds raised at Just Like Us is from companies, and with your support we can grow this further.

The Head of Partnerships will lead on both generating new business opportunities and providing exceptional account management to our existing network of corporate partners. Just Like Us works closely with some of the world's most recognisable brands and you will shape these high-value partnerships, to raise vital funds, which ensure LGBT+ young people across the UK receive the support they need to thrive. Reporting into the Director of Development, you will maximise and diversify income from our new and existing partners, while also helping to shape the wider corporate fundraising strategy.

This is an extremely exciting time of development for the charity as we have recently embarked on a five-year strategy that aims to see Just Like Us grow our work championing LGBT+ equality and inclusion on a UK-wide scale, to reach more schools and more young people than ever before.

We are very keen to hear from more underrepresented communities at Just Like Us, particularly Black, PoC and/or trans candidates.

About Just Like Us

Just Like Us is the LGBT+ young people's charity.

Founded in 2016, we work with primary and secondary schools as well as young people across the UK to ensure LGBT+ young people can thrive. To do that, we run three programmes:

- **Ambassador Programme:** we train LGBT+ 18 to 25 year olds to speak in schools about allyship and growing up LGBT+, and support them through mentoring and community support
- **School Diversity Week:** we run the UK-wide celebration of LGBT+ equality in primary and secondary schools, and provide free educational resources
- **Pride Groups:** we help secondary schools set up lunchtime or after school clubs for LGBT+ and ally pupils to meet, learn and get support

The Position

Salary: £40,000-45,000 p.a.

Permanent, Full-time (Part-time considered)

London / hybrid

Holiday: 25 days (excluding statutory public holidays)

Reporting to: Director of Development

What we offer all employees:

- **Pension contribution:** Just Like Us will match your pension contributions up to 6%
- **Flexible working:** Just Like Us currently offers a mixed home/office working model, enabling team members to work from home and in the office
- **Good work-life balance:** the Just Like Us team work core hours and can claim back time off in lieu for working agreed overtime

- **Professional development:** We are committed to the ongoing professional development of all team members, with an annual training budget per person and a clear pathway to help your career goals
- **Extra day of annual leave:** For each year in post, team members gain an additional day of annual leave, up to a maximum of five
- **Employee Assistance Programme:** Wellbeing support helpline available 24/7 for staff

Key Responsibilities

- Develop and manage a pipeline of new business opportunities with the aim of securing significant new corporate income
- Provide best-in-class account management to our portfolio of existing corporate partners, creating and implementing account plans, to maximise income and seek new opportunities to increase the value of these relationships
- To develop compelling funding proposals, presentations, reports and fundraising materials for new and existing corporate partners as required
- Help to shape and implement the corporate fundraising strategy for the charity
- To support the Director of Development to steward our highest value corporate partnerships
- To work alongside colleagues in our Communications, Education and Youth, and Volunteering teams, to support the management of relationships with corporate partners
- Undertake reasonable tasks from time to time that fall outside of this job description

Experience, Skills and Attributes

The applicant must:

- Be passionate about LGBT+ issues
- Have experience of working with companies in an account management role
- Have the ability to generate new business and follow up on warm leads
- Have experience of generating additional income from a portfolio of corporate partners/clients

- Be a natural relationship builder and communicator
- Be able to write and deliver effective presentations and/or pitches
- Be able to work effectively and methodically to tight deadlines
- Have exceptional written and verbal communication skills
- Have excellent organisational skills

How to apply

To apply, please submit your CV and a cover letter (no more than two sides of A4) highlighting how you meet the Job Description and email this to info@justlikeus.org with 'Head of Partnerships application' in the subject line.

You are welcome to submit a video instead of a cover letter if this is easier for you.

The deadline to apply is 23:30 on Monday 23 January.

If shortlisted, you will be invited to attend an interview, which will consist of:

- 1) Interview task - you will be asked to prepare for an exercise in advance of the interview and the task will take place immediately before the interview; and
- 2) Panel Interview - with representatives from Just Like Us and one of our corporate partners

We expect there to be one interview but there may be a second interview if needed.