Habitat for Humanity® Great Britain

Job Description

Job Title:	**Corporate Partnerships Manager**
Department:	**Fundraising & Partnerships**
Reports to:	**Head of Corporate Partnerships**
Grade:	**D**
Budget responsibility:	**No direct budget responsibility, but accountable for agreed new business and existing partner income targets, pipeline performance and forecasting**
Line management:	**None**
Post:	**12 months fixed term contract**
Location:	**Home-based with frequent travel to internal and external events, networking and other meetings in London and occasionally across the UK. Occasional international travel may also be required. Staff meetings are usually held in our ReStore, Romford.**

About Habitat for Humanity Great Britain

Habitat for Humanity Great Britain (Habitat GB) is part of the global Habitat for Humanity Federation fighting global poverty and homelessness. We believe that a decent home helps to permanently break the cycle of poverty and allows families to achieve strength, stability and self-reliance.

Habitat GB mobilises resources, partnerships, public engagement and advocacy to support high-impact housing solutions in the UK and internationally, working closely with Habitat for Humanity International (HFHI) and the wider Habitat network.

Job Purpose

The Corporate Partnerships Manager is responsible for identifying, cultivating and securing new corporate partnerships, as well as stewarding a portfolio of existing partner relationships, to generate income and support Habitat GB's strategic ambitions.

The role will focus on new business acquisition—building and converting a high-quality pipeline of prospective partners and personally leading opportunities from prospect identification through to proposal development, negotiation and agreement. The postholder will also manage and nurture key existing corporate accounts, ensuring high-quality stewardship and driving opportunities for account growth and renewal.

Working closely with the Head of Corporate Partnerships and colleagues across Habitat GB and the wider Habitat network, the postholder will develop compelling partnership propositions and secure new corporate supporters aligned to Habitat GB's mission and growth ambitions.

This is a target-driven role combining strategic prospecting, relationship development and business development, with clear accountability for delivering an annual income target (driven primarily by new business) in year one and maintaining a qualified prospective pipeline.

As part of a growing Corporate Partnerships function, the role offers significant opportunity for professional growth and progression, including the potential to take on line management responsibility as the team expands.

Key Accountabilities

New Business Development & Income Generation

- Deliver against an agreed £500,000 corporate income target in year one (primarily driven by new business), contributing to Habitat GB's wider corporate fundraising growth ambitions.
- Build and maintain a qualified prospect pipeline with a minimum 3:1 coverage ratio against annual income targets.
- Identify, research and prioritise prospective corporate partners aligned to Habitat GB's strategic priorities and partnership proposition.
- Develop and implement prospect engagement plans that progress opportunities through the fundraising cycle.
- Personally lead opportunities from initial engagement through proposal submission, negotiation and partnership agreement.
- Apply disciplined prospect qualification, prioritisation and conversion methodologies to maximise return on investment and partnership conversion rates.
- Work closely with the Head of Corporate Partnerships to identify and pursue priority sectors, markets and strategic partnership opportunities.
- Proactively identify opportunities to secure six-figure and multi-year partnerships that contribute to long-term sustainable growth.

Account Management & Relationship Stewardship

- Provide high-quality account management and stewardship to a portfolio of corporate partners.
- Manage the seamless transition of newly secured partnerships into long-term, high-value stewardship arrangements.
- Identify and pursue opportunities for account growth, uplift, and multi-year renewals to maximize lifetime partner value.
- Work with corporate partners to deliver agreed objectives, including employee engagement, cause-related marketing, volunteering, and impact reporting.
- Build strong, credible relationships with key corporate decision-makers and internal stakeholders to ensure high levels of partner satisfaction and retention.

Proposal Development & Proposition Design

- Develop compelling, high-quality partnership proposals, pitches and presentations for both new and existing corporate partners.
- Work collaboratively with colleagues across Programmes, Impact & Influence, Communications and Fundraising to create tailored partnership propositions.
- Ensure proposals clearly articulate impact, value, employee engagement opportunities and alignment with corporate ESG and CSR objectives.
- Contribute to the ongoing development and improvement of Habitat GB's corporate partnership products and propositions.
- Support the development of proposals that leverage the global Habitat network and international programming opportunities.

Pipeline Management, Forecasting & Reporting

- Maintain accurate records of all prospects and account activities, income, and

forecasting through organisational CRM systems.
- Monitor and report on pipeline performance, account retention, conversion rates, and income forecasts.
- Provide regular written and verbal updates on performance against new business and account management targets and agreed KPIs.
- Ensure pipeline and portfolio data remain accurate, up to date and useful for decision-making.
- Identify and escalate risks and opportunities that may affect delivery against targets.

Market Insight & Wider Corporate Fundraising Support

- Monitor trends in corporate fundraising, ESG, sustainability, employee engagement, and corporate philanthropy to inform team strategy.
- Identify emerging sectors and growth opportunities for both new acquisitions and account expansion.
- Share market intelligence and learning with colleagues across Habitat GB to support the broader corporate fundraising function.
- Support team initiatives, pitch development, and cross-departmental collaboration as required to strengthen the Corporate Partnerships team.
- Actively contribute to a collaborative, high-performing and values-led culture.

Person profile:

Knowledge & Experience

We welcome applications from candidates with experience gained both inside and outside the charity sector. We recognise that many of the skills required for this role are transferable from commercial, membership, consultancy, partnership and business development environments.

- Experience securing income, revenue or commercial partnerships through corporate fundraising, business development, sales, account management, sponsorship, consultancy, membership, strategic partnerships or related disciplines.
- Track record of building and converting prospect pipelines and managing opportunities through a structured sales, fundraising or business development cycle.
- Experience developing proposals, bids, tenders, business cases, or partnership presentations.
- Experience engaging and influencing stakeholders at varying levels of seniority, including decisionmakers.
- Experience working towards and achieving challenging income, revenue, or business development targets.
- Experience using CRM systems to manage pipelines, opportunities, and stakeholder relationships.
- Experience in the charity sector would be advantageous but is not essential.
- Knowledge of ESG, CSR, sustainability, social impact, or employee engagement programmes would be beneficial.

Skills & Competencies

- Excellent relationship-building and networking skills.
- Strong verbal communication and presentation skills.
- High-quality written communication, including proposal and pitch development.
- Commercially aware and able to identify opportunities that deliver mutual value.
- Strong organisational and time-management skills.

- Able to manage multiple opportunities and competing priorities simultaneously.
- Resilient, self-motivated and results-focused.
- Comfortable working autonomously while contributing effectively within a team.
- Strong analytical and problem-solving ability.
- Ability to influence and negotiate effectively.
- Confident using data and insight to support decision-making and prioritisation.

Personal Attributes

- Passionate about Habitat GB's mission and values.
- Proactive, curious and opportunity-focused.
- Collaborative and relationship-oriented.
- Creative in identifying and developing partnership opportunities.
- Professional, credible and trustworthy.
- Accountable and outcome-focused.
- Adaptable and comfortable operating in a growing organisation.
- Committed to equality, diversity, safeguarding and ethical practice.

The role and responsibilities will be carried out in a way which reflects:

- Habitat GB's commitment to safeguarding children in accordance with the Safeguarding Policy.
- A commitment to Habitat GB's vision, mission, values and approach.
- A commitment to effective management of risk, by operating within the Charity's code of conduct, policies, procedures and controls and by carrying out the risk management and assurance responsibilities of the role as set out in relevant Policy and Procedures.

This is not intended to be an exhaustive list. Job descriptions may be subject to change.

The post holder may be required to undertake additional duties as reasonably directed by the National Director, commensurate with the scope and level of this role.

Flexibility:

Habitat GB is seeking to rapidly expand its activities and impact to fight poverty across the world. This requires adaptability and an ambitious, dynamic and flexible team. The post holder is expected to be flexible in terms of location (within reason), line management, and duties and responsibilities.