

Corporate Partnerships Manager

Candidate Information Pack

Closing date: 8th December 2026

The Basics

- Corporate Partnerships Manager at Habitat for Humanity GB
- £35,000, depending on experience.
- Full-time (37.5 hours per week), permanent. We welcome applications from candidates interested in flexible working and will consider requests for alternative working arrangements.
- Reports to the Head of Corporate Partnerships.
- Home-based with frequent travel to internal and external events, networking and other meetings in London and occasionally across the UK. Occasional international travel will also be required.
- Benefits incl: 25 days holiday + Bank Holidays, up to 5% matched pension contributions, employee wellbeing services, 2 wellbeing days and an annual Habitat Day.



About Habitat for Humanity GB

Habitat for Humanity Great Britain (Habitat GB) is part of the international Habitat for Humanity network, tackling housing poverty around the world. Decent and affordable housing is about much more than four walls and a roof – housing intersects with critical development issues, including gender equality, human rights, and climate change.

You can find out more about our work at: https://www.habitatforhumanity.org.uk





About the Role

The **Corporate Partnerships Manager** will play a pivotal role in driving Habitat for Humanity GB's corporate fundraising growth by securing new, high-value corporate partnerships and stewarding key corporate relationships that support our mission of ensuring everyone has a safe and decent place to live.

Working within our ambitious Corporate Partnerships team, the postholder will identify, cultivate and convert new partnership opportunities—leading prospects from initial engagement through to proposal development, negotiation and agreement—while also supporting account growth and ongoing partner stewardship.

The role carries responsibility for delivering ambitious corporate income targets (primarily driven by new business), building a robust pipeline of prospective partners, managing corporate relationships, and developing compelling partnership propositions that align corporate ESG priorities with Habitat's work across the UK and globally.

This is an exciting opportunity for a highly motivated corporate partnerships professional to make a tangible impact, shape the future growth of our corporate fundraising programme and develop their career within a dynamic and growing organisation.

Your focus and responsibilities include..

- Deliver £500k+ new business income in year one through new corporate partnerships.
- Identify, engage and secure new corporate partners aligned to Habitat GB's mission and priorities.
- Lead opportunities from prospecting through to proposal development, negotiation and partnership agreement.
- Provide high-quality account management and stewardship to a portfolio of existing corporate partners.
- Develop compelling partnership propositions for new and existing partners that align corporate ESG objectives with Habitat's UK and global impact.
- Build relationships with senior decision-makers and represent Habitat GB externally.
- Join a growing Corporate Partnerships team with opportunities to develop specialist expertise, take on broader responsibilities and progress your career as the function expands.



The skills and experience we're looking for…

- A natural relationship-builder who enjoys connecting with people and turning opportunities into long-term partnerships.
- Experience in fundraising, sales, business development, partnerships, consultancy, membership organisations or account management.
- A confident communicator who can engage and influence stakeholders, including senior decision-makers.
- Strong proposal, pitching and presentation skills with the ability to inspire action.
- Commercially minded, target-driven and experienced in building pipelines and delivering results.
- Proactive, entrepreneurial and motivated to identify and pursue new opportunities.
- Organised and self-managing, able to balance multiple priorities in a fast-paced environment.
- Collaborative and people-focused, with a passion for building strong internal and external relationships.
- Excited by the opportunity to connect businesses with meaningful social impact in the UK and globally.
- Most importantly, we're looking for potential as well as experience, and welcome applications from both charity and non-charity backgrounds.



Our culture and wellbeing

At Habitat GB, we know that our people are our greatest asset.

Creating a supportive, inclusive and healthy working environment is fundamental to achieving our mission and delivering lasting impact.

We are committed to helping colleagues thrive both professionally and personally. **Our current wellbeing offer** includes flexible working arrangements, a sabbatical policy, access to virtual GP services and Habitat Day—an additional day of annual leave for every employee. We continue to invest in our people and are developing further initiatives including Mental Health First Aiders, a buddy programme for new starters and resilience and wellbeing training.

We want every colleague to **feel valued, supported and able to bring their best to work**. We actively encourage ideas, feedback and collaboration in shaping a positive workplace culture.

As a geographically dispersed team, with colleagues working remotely, in hybrid roles and at our ReStore and project locations, **we place particular importance on staying connected**. Through regular in-person meetings, virtual collaboration sessions, team events and shared learning opportunities, we work hard to ensure everyone feels part of the Habitat GB community. Our ReStore in Romford plays an important role as a hub for collaboration, team meetings and bringing colleagues together.



Start your Habitat journey

We want our recruitment process to give you an opportunity to shine, to share your skills and experience as clearly as possible, and for you to find out more about Habitat for Humanity GB in return. You are welcome to get in touch and arrange an informal chat with David Henry (DHenry@habitatforhumanity.org.uk) before submitting an application.

To apply for the role, please send us your CV and a supporting statement (max two sides of A4) telling us about the skills and experience you would bring to the role and your motivation for applying, using the following link https://hr.breathehr.com/v/corporate-partnerships-manager-49617

If you have any questions about the application process please contact recruitment@habitatforhumanity.org.uk

Deadline for applications: Tuesday 8th December 2026 11:59pm

We plan for interviews to take place w/b 14th December 2026 . Interviews may be held online, or in person at our ReStore, Romford (please note that we do not reimburse any expenses incurred during interviews).