



We're looking for a

**Strategic Partnerships
Manager**

Strategic Partnerships Manager

Salary	£47,500.00 per annum (within E grade)
Hours of work	Full-Time 35 hours per week over a flexible working pattern with an estimated 24 weekend activities per annum.
Reporting to	Head of Church Partnerships
Responsible for	No line management responsibilities
Location	Home-based (with extensive travel within a North West England region)

About Compassion

At the heart of Compassion's ministry is a relentless passion to act on our faith and empower every child left vulnerable by poverty: a purpose embodied in the phrase "**Releasing children from poverty in Jesus' name**". Our work is **Christ centred**, **child focused**, and **church based**. You can read more about these principles and our history

About our department

Our **Partnerships Team** is strategically positioned to serve existing partners and cultivate relationships with new prospective partners. We are excited about inspiring and inviting partnerships right across the UK and Ireland to get involved in the transformation Jesus is doing through frontline church partners in the countries where Compassion works. We are committed to advocating on behalf of the churches, children, families and communities we serve and seek to significantly grow the number of children being served in effective holistic child development programming. We believe in the power of relationships, the fruit of which unlocks outpourings of time, talent and treasure towards our mission.

We are passionate about releasing children from poverty in Jesus' name; committed to achieving ambitious growth objectives; strive for excellence in all we do; and are focussed on developing a high-performing team to serve our partners and donors well. We are committed to the professional and personal development of every team member. We want everyone to thrive and to fully unlock potential so that we can deliver the growth objectives of our mission and ministry.

This is evidenced in numerous ways, including growth development planning and high-performance coaching. The work of the Partnerships department is executed in line with Compassion UK's cultural attributes.

- Our **Church Partnerships** team is passionate about the Church and loves partnering with local churches across the UK. We build meaningful, long-term relationships with church leaders, the churches they lead, and seek to serve them well. We are intentional about speaking at UK-wide and national Church events and conferences as well as in local church gatherings to raise awareness about poverty around the world and to inspire and invite people to partner with Compassion to see children released from poverty in Jesus' name.

- The **Events & Advocacy** team expands our supporter base and grows our profile through events opportunities, ambassador activities, graduate speakers, and a high-impact volunteer programme, all of which build advocacy for our mission. We are passionate about ensuring world-class excellence is delivered consistently across everything we do. We are data-driven, informed by the best available business intelligence and enabled by high quality resourcing and logistics planning.
- Our **Philanthropy** team creates and nurtures intentional and fruitful relationships which cultivate generous giving with high-net-worth individuals, major and mid-level donors, legators, statutory funders, grant-making bodies and key influencers in the business and the public spheres. We seek to build partnerships that create life-changing programming and delight donors with the impact of their generosity and giving.
- Our **Compassion Ireland** team is a key part of the Partnerships Team and is passionate about growing fruitful partners across Ireland. Compassion Ireland is an independent charity and sits within the partnership-based structure of Compassion International. Compassion UK, also a separate legal entity, is contracted by Compassion Ireland for the delivery of marketing and back-office support services.
- Our **Impact & Research** team enables growth and drives impact through high quality, timely and relevant research and world-class field experience. The team enables Partnerships to cultivate and develop new and existing relationships, clearly understand our growth opportunities and bring knowledge of the impact seen in the field to those we partner with in the UK and Ireland.

About the role

Compassion UK is poised at a significant moment, and we need to achieve ambitious and urgent targets of growth in the number of children released from poverty. We need to develop more and deeper, mutually beneficial relationships with multi-denominational UK Church leaders and significant event leaders. This will enable us to grow revenue which will increase the impact of Compassion's child development programmes in the years to come.

As a **Strategic Partnerships Manager**, you'll work within the Church Partnerships Team and play a key role to build on existing significant relationships. In addition, you will develop new larger Key Church Partner Relationships and be actively involved with developing our strategy to selected Church denominations, networks and events. You'll be required to speak extensively within church and event settings with a call to action, asking people to consider supporting the work of Compassion. You will maximise the opportunities from these partnerships to achieve sponsorship objectives.

Responsibilities

Contribute to the development of the Partnerships Team growth strategy.

- Work with the Head of Church Partnerships and Director of Church Partnerships to build effective relationships with key church and denominational leaders that deliver long term benefits to Compassion UK's objectives.
- Reporting to Head of Church Partnerships, you will support them in decision making in respect of the strategy to grow acquisitions through identified Churches, Events, Denominations, and Networks.

- In collaboration with Head of Church Partnerships, work to build on existing larger church Key Partners and acquire new significant Key Partners.
- Provide regular reports to the Head of Church Partnerships demonstrating progress against KPIs and overall strategy.

Deepen relationships with Churches, Denominations and Networks.

- Research and discover how particular churches and networks of churches interpret Biblical justice, respond to the Great Commission, teach on giving and addresses social action.
- Identify the pathways that engage best with their position and philosophy of mission through meaningful and strategic collaboration.
- Take the lead on cultivation pathways (field trips, interventions, leadership endorsement) that deliver long term partnerships with strategic churches, denominations and networks.

Work collaboratively across Compassion UK to effectively meet objectives.

- Work closely with the wider UK team to deliver the annual partnerships targets.
- Speak regularly in churches of varying sizes, denominations and traditions to grow the number of children supported through Compassion's holistic child development programme (in the region of 24 activities p.a.).
- Work with our Impact & Research Team to identify, understand and develop clear strategies for engaging significant churches in your designated Region and to arrange visit requirements to the field.
- Work closely with the Events & Advocacy team to resource collateral for activity in churches and events, to gain business intelligence, recruit, equip, retain and deploy volunteers.
- Seek opportunities for Interventions in collaboration with the Philanthropy team and Head of Church Partnerships.
- Attend departmental (~4 per year), team, and one-to-one meetings, either in person or when appropriate over video conference.

Actively maintain and promote Compassion UK's Christian ethos and values.

- Take personal responsibility to participate positively in the spiritual life of the organisation.
- Pursue your Christian faith and personal relationship with God through ongoing collective and individual spiritual development, prayer, and worship.
- Work in accordance with Compassion UK's [Statement of Faith](#), [Core Values](#), [Ethos Statement](#), and other policies, including [our commitment to Child Protection](#).

About you

The successful candidate will have the following skills:

- **Strong networking experience.** You will have a proven track record and the ability to network within the Church and the Christian events environment.
- **An understanding of church leaders.** You will have a demonstrable empathy to the church and its leadership.

- **Confident, gifted speaker.** You will be a confident and effective public speaker with experience of preaching within Churches.
- **Sales / fundraising experience.** You will have a proven track record of managing a sales process from beginning to end, generating leads, managing a portfolio of relationships, closing skills and achieving acquisition targets.
- **Self-starter/ motivated.** You will need to be able to work remotely, manage your time well, and manage a diverse workload.
- **Core office/ administrative skills.** You will be fluent in English and competent in written and numerical work, with experience of basic office systems such as Microsoft Office.

It would be beneficial (although not mandatory) to possess:

- To have used a CRM or similar system.
- Experience managing/ supporting volunteers.

Additional requirements:

- **Regular Travel.** You will need to be willing and able to undertake regular UK travel primarily within a designated region as well as occasional overseas travel. This will be subject to a maximum number each quarter / year as agreed with the Head of Church Partnerships.
- **Weekend working.** You will need to be willing to work weekends, this might be attending a Sunday service for a new or established church partnership or attending an event on a Saturday evening (in the region of 24 activities p.a.).
- **A full driving license with a car available to use for work (mileage expenses paid).**

Compassion UK's cultural attributes

- **Personally committed to the Christian faith.** There's an occupational requirement for the holder of this role to be a practising Christian, to promote Compassion's ethos and to help others experience, explore, and express the faith-based motivation of our work. You can read more about this in our [Policy on Posts to be Held by Christians](#).
- **Deeply connected to Compassion's ministry to children.** It is important that you share Compassion's heart to reach out in Jesus' name to children suffering the injustice of poverty and are eager to support in achieving our mission. We would expect you to be dedicated to working in a manner that prioritises child protection, especially by promptly raising any concerns related to child safety.
- **Aligned to Compassion UK's cultural attributes.** We strive to live and work in a passionate, innovative, collaborative, effective, grace-filled, and joyful way. We expect you to be able to work in accordance with Compassion's culture and values and hold yourself accountable for growing in them. Therefore, one interview area will explore your active personal commitment to the Christian Faith.

*This is not an exhaustive list but a guide to the main areas of responsibility.
Any substantial changes to this job profile will be discussed fully with the post holder.*