

Corporate & Commercial Partnerships Manager

Salary: £42,000 FTE (£25,200 pro rata)
Hours: 21 hours per week (0.6 FTE based on 35 hours a week) worked flexibly across the week
Contract: Fixed term, initially 12 months, with scope to extend
Location: Hybrid working, with attendance at our Winnersh office to be agreed with the successful candidate
Reports to: Chief Executive Officer
Holiday: 25 days' annual leave plus Bank Holidays (pro rata)
Start date: As soon as possible

About Colostomy UK

Colostomy UK is the UK's leading charity supporting people with any type of stoma (Colostomy, Ileostomy, Urostomy). We provide practical and emotional support through our helpline, telephone befriending, support groups, information booklets, *Tidings* magazine, activity and wellbeing programmes and our wider campaigning and advocacy work.

Alongside delivering vital support, we work with healthcare professionals, policy makers, and industry to improve understanding of stoma care and ensure the voices and experiences of people living with a stoma are heard. We have ambitious plans for the future and are looking to diversify and grow our income so that we can continue to meet increasing need and make the most of the expertise, reach and opportunities we already have.

About the role

We are looking for an experienced, commercially minded and target-driven Corporate & Commercial Partnerships Manager to help turn our new Income Generation Strategy into action. This is a hands-on role for someone who is confident securing new business, building relationships and turning opportunities into sustainable income.

The remit spans both traditional corporate fundraising and strategic partnerships, alongside commercial income opportunities. That could mean securing corporate donations or sponsorship, developing a strategic partnership, growing advertising income, or working with colleagues to package Colostomy UK's expertise, content or services into viable commercial offers such as training or consultancy. Some opportunities already exist but have not yet been fully developed; others will need to be identified and tested. We are looking for someone who can spot potential, shape strong propositions, take them to market and build lasting relationships that deliver long-term value.

What success will look like

During the first 12 months, the postholder will build a strong and prioritised pipeline of corporate and commercial opportunities; secure new income-generating partnerships; develop and test commercially viable propositions based on Colostomy UK's assets and expertise; strengthen relationships with existing partners; and put in place the systems, insight and approach needed to support sustainable growth beyond the initial contract.

Key responsibilities

- Contribute to the development of the corporate and commercial elements of Colostomy UK's Income Generation Strategy and lead their delivery.
- Build and manage a strong pipeline of corporate partnerships and commercial opportunities, from prospecting and initial approach through to securing and growing partnerships.
- Develop charitable corporate partnerships that generate income through routes such as donations, sponsorship, charity partnerships, cause-related marketing and strategic collaborations.
- Work closely with the CEO and other colleagues to identify and develop commercial income opportunities using Colostomy UK's expertise, content and services, including areas such as print & digital advertising, product sponsorship, media campaigns, training and consultancy.
- Develop compelling propositions, sponsorship packages and commercial offers, assessing viability, costs, pricing, market demand and strategic fit.
- Lead corporate and commercial opportunities from initial conversation through to pitch, proposal, negotiation and agreement.
- Depending on the nature of the opportunity, delivery may be led by the postholder or by colleagues with the relevant specialist expertise.
- Represent Colostomy UK confidently with prospective and existing partners, securing agreements that deliver strong financial and strategic value while protecting the charity's reputation, independence and objectives.
- Undertake appropriate due diligence on prospective partners and commercial opportunities, working with the CEO and relevant colleagues to ensure arrangements are appropriately approved and consistent with Colostomy UK's values, charitable objectives and policies, including consideration of conflicts of interest and contractual or reputational risk.
- Steward corporate and commercial relationships effectively, ensuring partners receive a strong experience and identifying opportunities to retain and grow successful relationships over time.
- Maintain accurate records of contacts, conversations, agreements and income using the charity's CRM and other agreed systems.
- Manage and report against agreed income and pipeline targets, maintaining accurate forecasts and providing clear updates on progress, opportunities, risks and next steps.
- Monitor the financial return and wider value of corporate and commercial activity, using insight and learning to inform future priorities and investment.
- Work collaboratively across the organisation, sharing insight, contacts and learning and helping build a stronger commercial and partnership-focused approach across Colostomy UK.
- The role will involve occasional travel within the UK to attend partner meetings, conferences, events and other external engagements. Some occasional evening or out-of-hours work may also be required. Reasonable travel expenses will be reimbursed in line with Colostomy UK's expenses policy, and time off in lieu will be available where appropriate.
- Undertake any other duties that may reasonably be required.

Person specification

- Significant and demonstrable experience of developing and growing corporate and/or commercial partnerships that deliver sustainable income and longer-term value.

- A strong track record of generating income by identifying opportunities, developing propositions and converting prospects into successful partnerships or commercial activity.
- Strong new-business skills, including prospect research, networking, approaching new contacts and opening conversations.
- Strong commercial awareness, with the ability to identify where there is genuine value for a partner or customer and develop viable offers around that value.
- Experience of building and managing a strong pipeline of prospects and opportunities, including prioritisation, tracking progress and forecasting likely income.
- Experience of developing tailored pitches, proposals, or commercial offers for different audiences.
- Experience of stewarding external relationships, with a focus on retention and longer-term value.
- Confidence working to income targets and other KPIs, with a strong focus on results.
- Strong influencing and negotiation skills, with the confidence to engage senior decision-makers.
- Good financial awareness, including an understanding of costs, ROI and income forecasting.
- Experience of using CRM systems to manage contacts, record activity, track opportunities and support accurate reporting.
- Strong organisational skills, with the ability to prioritise effectively and work independently.
- Excellent written and verbal communication; sound judgement and the ability to balance commercial opportunity with charitable purpose.
- Ability to work collaboratively across functions; and confidence operating in a small organisation where the postholder will need to be both strategic and hands-on

Desirable

- Experience of working within the charity sector, particularly in the areas of health or patient support.

Our Benefits

At Colostomy UK, we value our people and want to create a supportive, rewarding place to work. Alongside flexible working, we offer a range of benefits to support your health, wellbeing and work-life balance, including:

- Healthcare and wellbeing: Access to Benenden Health, including a 24/7 GP helpline, counselling, physiotherapy, medical diagnostics and treatment, subject to scheme terms.
- Generous annual leave: 25 days plus Bank Holidays (pro rata), increasing by one additional day per year after two years of service, up to a maximum of 30 days.
- Extra time off: An additional paid day off for your birthday and one paid volunteering day each year.
- Pension: A workplace pension scheme with a 5% employer contribution.
- Everyday savings: Access to healthcare-related discounts.
- Travel support: Access to an interest-free season ticket loan.
- Learning and development: Opportunities to develop your skills and grow professionally.

Some benefits become available following successful completion of probation and/or a qualifying period of service. Full details, including eligibility and applicable terms and conditions, will be provided upon appointment.

To Apply

Please send your **CV and a covering letter** to joinourteam@colostomyuk.org or via Charity Job online portal by **Monday 12th October at 9am**.

Applications will be reviewed as they are received, and we may invite suitable candidates to interview before the closing date. We therefore encourage early applications and reserve the right to close the vacancy early if we receive sufficient suitable applications.

In your covering letter, please tell us:

- about your relevant experience of developing corporate partnerships and/or commercial opportunities, including examples of opportunities you have personally helped to secure and the outcomes achieved;
- how your experience, skills and knowledge meet the key requirements set out in the person specification, using examples where possible.
- why you are interested in working with Colostomy UK; and
- where you saw the role advertised.

We also invite applicants to complete our **optional Equal Opportunities Monitoring Form**. The information provided is used for monitoring purposes only, is kept separate from your application and will not form part of the recruitment or selection process.

If you would like to discuss the role, you can call Leanne Wood (Head of Support and Operations) on 0118 228 1368 or make contact via joinourteam@colostomyuk.org.

First interviews will take place via Teams and second interviews will be in person at our Head Office in Winnersh.

We will only contact those applicants who have been successfully selected for interview. If you require any reasonable adjustments at any stage of the recruitment process, please let us know.

A DBS disclosure will be required for this post and applicants must have the right to work in the UK.

Colostomy UK is committed to equality of opportunity and to creating an inclusive organisation. We welcome applications from people of all backgrounds and will not discriminate on the basis of age, disability, sex, race, religion or belief, gender reassignment, marriage or civil partnership, pregnancy or maternity, or sexual orientation. Appointments will be made on the basis of individual merit, skills and suitability for the role.