



Corporate Partnerships Manager

Sense single salary point: £48,002 inclusive of London Allowance

Location: London

Responsible to: Head of High Value Relationships

About the Sense High Value Relationships team

The High Value Relationships team is responsible for generating and stewarding significant income from corporate partnerships and high value fundraising activities. The team works closely with colleagues across Sense to develop long term, strategic relationships that support disabled people with complex needs and their families.

About the role

Objectives

The Corporate Partnerships Manager plays a key role in growing Sense's corporate income by securing new high value partnerships and managing a portfolio of existing corporate supporters. The role is responsible for delivering income against agreed targets through effective prospecting, partnership development and excellent stewardship, helping to ensure sustainable funding for Sense's services.



Key responsibilities

- Build and manage a strong pipeline of corporate prospects that align with Sense's priorities, delivering against agreed KPIs and income targets.
- Secure new high value corporate partnerships through proactive prospect research, pitches and applications.
- Lead partnership pitches and proposal development, working collaboratively with colleagues across the organisation.
- Actively manage and grow an existing portfolio of corporate partnerships, increasing income year on year.
- Maintain high renewal rates across the portfolio, minimising partnership drop off through effective stewardship.
- Deliver against new partnership targets, providing regular updates on progress, risks and opportunities.
- Lead due diligence and legal processes related to corporate partnerships in line with organisational policies.
- Develop and maintain strong relationships with senior stakeholders, volunteers and corporate contacts.
- Ensure accurate recording of partnership activity and income on the charity's CRM system.
- Identify and mitigate risks within the portfolio, proactively developing solutions where challenges arise.
- Ensure safeguarding responsibilities are met by adhering to Sense policies and procedures.

Person specification

Knowledge and Experience

- A proven track record of securing corporate support or new business income against targets.
- Experience of developing and managing a new business pipeline from research through to close.
- Experience of managing and growing an existing portfolio of corporate accounts.
- Previous experience of securing partnerships within a charity or business to business environment.
- Experience of negotiating and influencing to secure positive financial outcomes.



- Experience of working with senior stakeholders and representing an organisation externally.
- Budget management experience, including forecasting, monitoring and analysis.
- Knowledge of the charity sector and the corporate partnerships market.
- Evidence of ongoing professional development.
- A commitment to enabling an inclusive and diverse workforce.
- A commitment to Sense's vision and values and a willingness to develop understanding of the experiences of disabled people with complex needs.

Skills

- Excellent communication and relationship building skills.
- Strong written skills with the ability to develop compelling proposals and applications.
- Confident presentation and pitching skills.
- Strong organisational skills with the ability to prioritise a varied workload and meet deadlines.
- Good problem-solving skills with a solution focused approach.
- Satisfactory standard of literacy and numeracy.
- Satisfactory level of IT literacy.
- Experience of using Salesforce or similar CRM systems is desirable.

Personal circumstances

- Willingness to travel occasionally within the UK.
- Willingness to work occasional evenings and weekends when required.



Our values

Everything we do is underpinned by five core values.

- We include
- We collaborate
- We find a way
- We challenge
- We celebrate

December 2025