

REACHOUT

Recruitment Pack

Corporate Partnerships

Manager





REACH OUT

Role Description

Job Title:	Corporate Partnerships Manager
Contract:	Full Time, Permanent (will consider 0.8 FTE)
Hours:	37.5 hours a week – flexible hours around a general 9:00-17:30 working pattern, including some evening/weekend work attending events
Location:	Hybrid working, flex days in ReachOut's co-working London office
Salary:	£35,000 - £40,000
Holidays:	29 Days (not incl. Bank Holidays)
Start date:	End of June/Early July

ReachOut is a youth development charity and a strategic partner for schools. Through collective mentoring and engaging activities, we build socio-emotional skills that transform outcomes for young people constrained by circumstance.

Reporting to the CEO, the Corporate Partnerships Manager plays a key role within our organisation, forming part of the Income and Partnerships Team.

We are looking for an ambitious and autonomous fundraiser to develop, deliver and grow our long-term corporate partnerships programme in London, Manchester and new locations in line with our strategy.

The key aim of the role is to secure new, and account manage existing corporate partnerships which will both contribute to ReachOut's core mission of transforming outcomes for young people constrained by circumstance and help companies to achieve their own Corporate Social Responsibility goals.



Find out more about ReachOut and our work at reachoutuk.org.



Key Responsibilities

In this role you will develop long-term strategic partnerships with businesses that help deliver ReachOut's objectives. You will be able to use your skills and expertise in corporate/charitable fundraising to help shape the projects and initiatives to achieve your targets, with the key focus areas outlined below:

- Prospecting new corporate partners, identifying new growth opportunities that match our charitable objectives, developing cultivation plans to build and manage our partnerships with a target of circa £350k per annum.
- Stewarding relationships to ensure that our corporate partners feel valued and connected to our objectives.
- Research, identify and maintain a strong pipeline of new corporate prospects.
- Identify new funding opportunities and develop external networks that will support and grow our funding capabilities.
- Be responsible for all corporate funding and reporting requirements, and communications, for your portfolio of partners.
- Line manager and support our Corporate Partnerships Officer to promote and help coordinate all horizon building opportunities, corporate speakers, corporate volunteers and wider corporate fundraising targets.

General Fundraising Duties

- Be responsible for the budget tracking, accurate forecasting, reporting requirements, and communications for your income streams and portfolio of partners.
- Keep our database of funders, up to date.
- Work collaboratively with the income and partnerships team to enhance the wider engagement opportunities for our corporate partners and their workforce.
- Ensure that ReachOut policies and procedures are followed and adhered to.
- Carry out any other duties as reasonably required in the role and act in a manner that is in keeping with ReachOut's values and promotes inclusive practices.



Person Specification

- Demonstrable belief in ReachOut's mission and passion for our work.
- Corporate fundraising experience, including a proven track record of securing new business and generating income of around £300k - £500k per annum. This could be equivalent experience from outside the charity sector, including sales, account management and commercial partnerships.
- Experience in managing mutually beneficial, long-term partnerships, or equivalent (i.e. client management).
- A track record of excellent project management skills (accuracy, attention to detail, scheduling, problem-solving, and monitoring).
- Excellent relationship management and communication skills, with the ability to relate to people at all levels.
- Excellent writing skills with the ability to produce creative and compelling proposals, reports and email communication.
- Proactive and can use initiative and find solutions to problems.
- Positive, energising, and adopts a “can do” mentality.
- Comfortable networking and communicating our cause to potential new supporters to grow our network.
- Understanding of good fundraising practices and the legal and ethical considerations surrounding corporate fundraising.
- Knowledge and understanding of social mobility, equality, diversity and inclusion, employability and other issues facing less-advantaged young people.
- Willing to travel across Manchester and to London to attend meetings, projects and events.
- Proficient IT skills, including the use of Microsoft Office programmes and donor databases
- Able to work flexible hours when necessary (time off in lieu will be given for very occasional weekend and evening work).



Employee Benefits

ReachOut is committed to supporting the well-being and mental health of its employees. This includes, but is not limited to:

- Commitment to supporting the well-being and mental health of employees through trained Managers and Mental Health First Aiders.
- 29 days annual leave pro-rata (3 of which are used between Christmas and New Year), rising to 31 days pro-rata per annum after two years' continuous service and 33 days pro-rata per annum after five years' continuous service.
- 3% employers pension contribution.
- Hybrid working with access to co-working spaces across England. Hours can be flexed around key activities and attendance at projects, meetings, events etc.
- Access to a healthcare cash plan after successful completion of probation.
- £100 home working allowance to support your remote working setup.
- Employee Assistance Programme.
- Access to Charity Jobs benefits platform, offering a range of discounts and everyday savings.
- Opportunity to work from the EU for up to 5 days per year.
- Enhanced maternity, adoption and paternity leave after one year of service.
- 2 days (or 17 hours) of volunteering within working hours after successful completion of probation.
- Ongoing commitment to professional development, including training opportunities and a personal development budget.
- 'Legend of the month' staff recognition award.
- Regular staff socials.



How to apply

To apply, please send your CV and a supporting statement (maximum two pages) that outlines your interest in your role and your fit against the job criteria. Please send both documents to hr@reachoutuk.org. In the subject line quote 'Corporate Partnerships Manager 2026' and your full name.

We recognise that artificial intelligence (AI) such as ChatGPT can be useful for applicants, for example to shorten an initial draft. However, we would caution applicants not to rely too much on AI in drafting their applications. We want to hear your authentic voice that comes from your experience, and we will be looking for answers that use examples and experiences that are specific to you. You are more likely to be able to produce that kind of content than AI will.

Equal Opportunities

Once you have submitted your application, [please complete this equality and diversity monitoring form](#).

Key Dates

Applications Close

Tuesday 26th May at 9am

Interviews – in person in London

2nd or 3rd June 2026

If the week for interviews causes any issues, please still apply as we may be flexible on the interview arrangements.

Please note: if you are a successful candidate, you will be required to undergo an enhanced criminal records check with the Disclosure and Barring Service. ReachOut will cover the cost of the check and guide you through the process. All staff have a responsibility to safeguard and promote the welfare of children and adults. The post holder will undertake the appropriate level of training and is responsible for ensuring that they understand and work within the safeguarding policies of the organisation.

Our commitment to equity, diversity and inclusion

ReachOut is committed to being an inclusive and diverse organisation. We therefore welcome applications from people of all ethnicities, ages, religious beliefs, gender identities, sexual orientations and any other protected characteristics, to provide a diverse range of experiences, ideas and insights into our work. ReachOut wants to increase the representation of our young people amongst our staff, so if you are from these ethnic groups, we would particularly appreciate receiving your applications.

Find out more about who we are
and what we do at reachoutuk.org



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reachoutuk.org

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