

## Job Summary

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### Senior Corporate Partnerships and Events Manager

<b>Responsible to:</b>	Managing Director
<b>Salary:</b>	£45,000 per annum (or 0.8 equivalent, pro rata for 6 months)
<b>Contract:</b>	Full time, 6 months fixed term, parental leave cover. (Can also be part time 0.8)
<b>Hours</b>	37.5 hours per week (or 0.8 PT). These can be worked flexibly and may necessitate evening work.
<b>Package</b>	Workplace Pension and 25 days holiday per year (pro rata) plus bank holidays and any working days between 25 <sup>th</sup> December and 2 <sup>nd</sup> January.
<b>Location</b>	Hybrid/Remote – Rosendale Partnerships operates on a remote working basis but we often work at client offices

We are looking for a Senior Corporate Partnerships and Events Manager to join us on a full-time (or 0.8 equivalent), fixed term basis, to cover parental leave and oversee a roster of brilliant and inspiring arts and charity clients, partnerships and events. This is a rewarding opportunity for someone with exceptional experience in sales, cultivation, and fostering relationships, in addition to delivering engaging events and developing strategic workplans.

It's a great time to join the team with a raft of exciting clients contracted over this 6 month period including; Matthew Bourne's New Adventures, the Young Vic Theatre. The Museum of Shakespeare, Birmingham Royal Ballet, Open Door and The Reading Agency.

As a small agency working either remotely or directly with clients, we're looking for a pro-active, energetic, self starter looking to take on lead responsibility for many of our clients. In exchange we can offer a genuinely flexible and highly varied role.

#### About Us

Rosendale Partnerships was established in 2017 as a boutique fundraising consultancy specialising in the arts sector. Working with a broad range of arts and charity clients, Rosendale offers corporate partnership consultancy and services, events management and other broader fundraising services.

With decades of experience working with some of the UK's most prestigious arts organisations and charities, and some of the world's biggest brands, we understand the power and value that mutually beneficial creative partnerships between the arts and business can deliver.

## Our Ethos

We know that culture and heritage are crucial to health and wellbeing, to inspiration and hope, and to the connectedness and sustainability of communities. All our clients are leaders in a social purpose - organisations that exist to uplift people, to tell stories, to transport us and to make a difference.

We believe in true collaborations, developed creatively, strategically and always keeping organisational values at the heart of a partnership. We understand how important it is that collaborations are bespoke, generous and ethical. We know they must be properly integrated across your organisation and with clear brand alignment, giving you confidence and pride in the relationship.

We believe the best events are also a collaboration - working across your organisation, working with brilliant and talented providers and brand partners. We know that the best events and partnerships speak to your organisational brand values and showcase your unique artistry and offer. We know how to make connections, to create uplifting experiences, how to deliver engaging cultivation, exciting stewardship and game-changing fundraising.

Other clients have included: BAFTA, City of London, Donmar Warehouse, Dulwich Picture Gallery, Goldsmiths Contemporary Jewellery Fair, Institute of Imagination, HM Platinum Jubilee Pageant, LSO, Opera Holland Park, Open Door, RADA, Sadlers Wells, Stratford East, The Royal Foundation, The Unicorn Theatre, Woolwich Contemporary Print Fair.

## About the role

Working closely with the Managing Director and independently with our clients' in-house teams you'll be responsible for sponsorship cultivation and securing new business, partnership account management and delivery, fundraising activity and event management.

## Key responsibilities working across our client roster

- **Sponsorship Sales:** defining assets and inventory, working up fundraising platforms, developing strategic sector led prospect lists, creating flexible collateral and bespoke proposals, undertaking substantial and proactive new business outreach, leading on new business meetings, developing clearly defined partnerships, negotiating fees and benefits, contracting.
- **Events Management:** Management and delivery of engaging cultivation and stewardship events plus leading on high profile Press Nights and fundraising events. Frequency will vary month to month averaging around 2-3 events per month.
- **Account Management:** The delivery of agreed benefits across partnerships for various clients with a focus on strong client relationships
- **Client relationships:** Strong relationship management of both our clients and their partners. Strong interpersonal skills and communication needed to work with various stakeholders.

- **Fundraising:** delivering, where required, broader fundraising work including leading on The Big Give campaign, Individual Giving activity and Trust & Foundations applications.

## About You

The ideal candidate will

- Have experience and success in sponsorship sales, securing and delivering imaginative and inspiring partnerships with commercial awareness and a good understanding of the corporate sponsorship landscape.
- Have significant experience in running creative events, working collaboratively across an organisation and with a variety of partners and often senior stakeholders. They will thrive on management responsibility and relationship building.
- Be a self-starter, proactive and ambitious about delivering for our clients. A creative problem solver with a growth mindset – spotting opportunities and using their initiative to create compelling cases for support, introducing new fundraising ideas, events and activities into partnerships to increase income, engagement and longevity.
- Thrive in a busy and very varied role working across our client sector with the ability to manage a full and diverse workload through excellent time management and prioritisation skills – delivering multiple concurrent projects and initiatives, identifying conflicting demands and establishing clear priorities to meet agreed objectives and deadlines.
- Have the ability to effectively chair and manage external partner meetings, taking a confident and proactive approach whilst also being responsive and accountable for meeting outcomes. They will have great verbal and written communication skills – understand, interpret and present complex information in a persuasive and accurate way and be comfortable with preparing and delivering presentations.
- Strong Interpersonal and communication skills able to work effectively with various stakeholders
- Be confident with administration, experience using Google and Microsoft software including Word, Excel, mail merge as well as Canva. Ideally some experience using CRM ticketing systems ie Tessitura or Spetrix

## Applications

Interested candidates are invited to email their CV and a cover letter explaining why you are interested and suitable for the role to: [rebecca@rosendalepartnerships.com](mailto:rebecca@rosendalepartnerships.com)

If you would like an informal conversation in advance of applying please contact [rebecca@rosendalepartnerships.com](mailto:rebecca@rosendalepartnerships.com)

**The closing date for this position is 08/07/2024 at 12:00**