



# Corporate Partnerships Manager

Reports to: Director of Operations

**The part I play at Hopestead** is to lead and implement our stakeholder engagement and fundraising strategy, working closely with the Director of Operations to ensure our objectives are achieved and our mission is amplified. My role is to create, develop and maintain meaningful partnerships that support our work to prevent and end homelessness, generating opportunities for collaboration, shared impact, awareness raising and sustainable income generation.

I will proactively identify, secure and grow relationships with businesses, organisations and individuals whose values align with ours. This requires a tenacious, energetic and confident approach, actively seeking opportunities to connect with potential partners through networking events, trade fairs, business forums and industry contacts, particularly within the housing, construction and supplier sectors. I will build long-term relationships that deliver mutual value and create opportunities for businesses to contribute through raising awareness, financial support, events, and collaborative projects.

As an ambassador for Hopestead, I will confidently represent our mission externally, delivering presentations, speaking at events and engaging stakeholders in a way that inspires support and strengthens our profile. I will raise awareness of both the challenges of homelessness and the positive impact that partnership working can achieve, helping more organisations understand how they can contribute to lasting change.

I will work across BFL to build strong internal relationships, ensuring colleagues are engaged and informed about partnership opportunities and supporting them to maximise the value of corporate relationships. I will collaborate with colleagues, partners and external stakeholders to plan and deliver events, campaigns and engagement activities that strengthen relationships, increase visibility and create opportunities for shared impact.

Through strong relationship management, strategic thinking and a determined approach to identifying opportunities, I will help grow Hopestead's network, enhance our reputation, increase resources available to our programmes and ensure we continue to create lasting change for people experiencing homelessness.

## **My skills and experience include:**

Excellent relationship-building and networking skills.

Confident presenter and public speaker.

Energetic, proactive and highly self-motivated.

Tenacious and resilient, with the ability to create opportunities where none currently exist.

Knowledge of corporate social responsibility (CSR), ESG (Environmental, Social and Governance) priorities, and how businesses engage in social impact initiatives.

Skilled at influencing and engaging a wide range of stakeholders.

Experience of creating / running fundraising events and campaigns

Organised and able to manage multiple relationships and projects simultaneously.

Passionate about Hopestead's mission and able to communicate our impact with authenticity and enthusiasm.

### **The skills I will develop include:**

Increased knowledge and understanding of homelessness, housing need, and the wider social issues that contribute to homelessness.