



Position: Corporate Partnership Development Manager (New Business)
Reports to: Head of Corporate Partnerships
Location: London, UK
Salary: Up to £43,000 per annum
Contract: Permanent

The International Rescue Committee UK is part of the IRC global network, which has its headquarters in New York and London. The IRC is on the ground in more than 40 countries, providing emergency relief, relocating refugees and rebuilding lives in the wake of disaster. Through 22 regional offices in cities across the United States, the IRC also helps refugees resettle in the US and become self-sufficient.

Our European headquarters, IRC-UK, were established in London in 1997 to support the organisation's global activities and particularly to diversify its donor base and be able to better advocate with European policy-makers on behalf of the people we serve. Since its establishment IRC-UK has grown rapidly and is now acknowledged for its high quality project management, technical expertise in governance and rights and economic recovery, and innovative thinking on early recovery and gender based violence.

FUNDRAISING DEPARTMENT

IRC-UK's fundraising capability and income has grown significantly over the past 3 years. There are ambitious plans to continue this trend and significantly increase income over the next 3 years. The Corporate Partnerships Development Manager will be crucial to this.

The Corporate Partnerships Development Manager will identify, establish and develop new relationships with companies and corporate foundations. Working closely with the Head of Corporate Partnerships and Corporate Partnerships Manager, they will develop and deliver a leading-edge programme of corporate partnerships that deliver sustainable income and raise the profile of the IRC. Working in close collaboration with the Institutional Philanthropy and Partnerships team based at IRC headquarters, New York, they will proactively target relevant international companies and key peer-to-peer contacts ensuring a seamless approach to corporate cultivation.

We have existing global partnerships with Citi Foundation, Vodafone, UBS and Ben & Jerry's, to name a few. We're excited to build on this success, so candidates will need to bring experience of securing five and six figure corporate partnerships, ideally in the context of an international development or humanitarian charity. They will have excellent prospect research and identification skills, as well as experience engaging senior stakeholders with furthering a corporate partnership culture across our global organisation.

If you are interested in a discussion about this role, please contact Simon Callaghan at Peridot Partners, our recruitment consultants on 07702 678658 / simon@peridotpartners.co.uk

We are running an open recruitment process with no formal closing date, but are keen to interview soon and look forward to hearing from you.