**Job Description**

**Job title:**  Corporate Partnerships Manager – Fuller, Smith and Turner

**Contract:** Fixed Term for 3 Years – March 2028 (possibility of extension)

**Salary:** £37,000 - £40,000 (Inclusive of London Weighting & dependent on experience)

**Reports to:**  Corporate Partnership Lead

**Key Stakeholder:** Fuller’s PR Team

**Location:** London based and willing to work 2-3 days a week across Fuller, Smith & Turner locations (from their Pubs).

**Hours:** Full Time 35 hours per week

**Context**

At Special Olympics GB (SOGB), we are committed to driving meaningful impact through our ambitious growth strategy, *Inclusion in Action*, which guides everything we do as an organisation. To accelerate this impact and expand our reach, we are looking to grow our team with a key role that will drive forward our future organisational growth in alignment with our strategy.

To lead this exciting evolution, we are seeking a dynamic and strategic **Corporate Partnerships Manager** to oversee and grow the Fuller, Smith and Turner & SOGB partnership. This role will be pivotal in managing corporate social responsibility (CSR) initiatives, fostering deep engagement across Fuller’s teams, and ensuring the successful delivery of impactful community, employment, and fundraising programs.

**Main Areas of Responsibility**

You will act as the direct day-to-day liaison between Fuller, Smith and Turner and SOGB, ensuring the successful activation of the partnership activities listed below:

1. **SOGB & Fuller’s Community Network**

* Set up and manage Fuller’s Community Fund and facilitate: Family Networks Hubs; SOGB monthly fundraising; SOGB Club/Programme meet ups and an Employment Support Working Group.
* Provide Fuller’s employees with access to Challenge and Event places (eg: London Landmarks Half Marathon, Brighton Marathon etc…) and work with the wider SOGB teams, to ensure participants receive bespoke support to engage in these events.
* SupportFuller’s employees to engage with volunteering at SOGB Competitions.
* Lead and deliver, in conjunction with the Fuller’s PR team, the activation of the Fuller’s mass participation charity days, The Annual Bridge Walk and Unified Football Tournament.

1. **SOGB & Fuller’s Football Development**

SOGB’s football offering is managed by our Football Development Officer, however Fuller’s Pub have sponsored this activity for the duration of the partnership. This Partnerships Manager will support SOGB’s Football Development Officer to ensure Fuller’s is fully ingrained in SOGB’s football development offering by:

* Supporting SOGB’s Football Development Officer work in the growth of Football Competition ensuring:
  + The creation of Fuller’s & SOGB collaborative branding across the development of the football offering (logo lock-ups, pitch side boards, match tops etc…).
  + Fuller’s employees have the opportunity to volunteer in the delivery of the sport.
  + That all communications being sent out externally for the new competitions have Fuller’s ingrained within.
* Exploring new opportunities to ensure Fuller’s employees are given the opportunity to support with the growth of football within GB.
* Hosting Fuller’s at an Exhibition Day at the end of the football season.

1. **B2B Networking and Sponsorship**

With SOGB’s Head of Corporate:

* In association with Fuller’s, arrange and host a number of networking activities including an Executive Round Table Series to tackle key business challenges through intimate discussions, expert insight, and high-value networking - while driving B2B opportunities.
* Facilitate Fuller’s Sponsorship of SOGB National (2026) & World Summer Games (2027, Chile) including logo placement, media exposure, social media & digital promotion and volunteering and incentivised fundraising opportunities.

1. **Demonstrating Impact**

Develop an internal and external communication plan for the partnership through the following mechanisms:

* Effectively manage budgets within your role and work with the Finance Manager to ensure that financial and charitable obligations are met.
* Reporting on specific progress against project KPIs, ensuring income, expenditure budgets and forecasts as well as delivery outcomes are achieved.
* Provide regular updates to Fuller’s employees and customers through a dedicated newsletter.
* Throughout each project life cycle, collect stories of athletes, volunteers, coaches, Fuller’s employees or any relevant participant to be used when talking about the partnership externally.
* Nominate and submit the partnership towards a suite of charity awards.

1. **Other Responsibilities**

Other responsibilities will include:

* Contribute to wider business improvement, organisational development and championing the professional integrity of SOGB.
* Maintain an excellent knowledge of Special Olympics GB’s activities, programmes and projects.
* Comply with all relevant Safeguarding, Data Protection and fundraising legislation, regulation, requirement and best practice and work within the organisation’s policies and procedures.
* Maintain accurate records and information on SOGB’s data management system to ensure all data, activity and contact information is recorded and updated accurately.
* Be responsible for and autonomously lead your area of work.
* Undertake any training and continuing professional development as required for the role and renew regularly.
* Any other duties required to fulfill this role and the needs of SOGB.

*This job description is intended to be a basic guide to the scope and responsibilities of the role and is not exhaustive. There may be other duties required of the post holder commensurate with the role. It will be subject to regular review and amendments as necessary, in consultation with the post holder.*

**Person Specification**

**Skills and Experience**

* Proven ability to network and build strong relationships that secure sustained support, at all levels of an organisation.
* Proven track record in corporate partnerships, sponsorships, or account management (ideally within a charity, sports, or non-profit environment).
* Strong relationship management and negotiation skills, with the ability to engage and influence stakeholders.
* Ability to demonstrate impact made in similar roles with comparable organisations.
* Ability to articulate a vision and translate this to operational objectives.
* Positive can-do approach with the ability to work as part of a team and/or on own initiative.
* Ability to inspire and motivate others.
* Ability to successfully manage multiple projects, meet deadlines, and drive revenue growth.
* Planning and organisation skills to produce operational plans, manage projects and reports.
* Excellent communication, presentation, and storytelling abilities.
* Be a confident communicator and organised self-starter.
* Excellent financial management skills and business acumen.
* Exceptional interpersonal, presentation and negotiation skills.
* Proficient in Microsoft applications with excellent IT skills.
* Passionate about ensuring intellectual disability has a louder voice in the UK and ensuring our work reaches more individuals and families around the UK.
* Live and breathe our Special Olympics GB values:
  + We have integrity and choose to include
  + We are kind and respectful
  + We laugh and have fun
  + We are confident and brave
* Work within the Fuller’s values:
  + Always doing things the right way
  + Celebrating individuality
  + Being part of the family
  + Always asking *what’s next*