



Special Olympics GB Corporate & Commercial Partnerships Lead Recruitment Pack

July 2026



Introduction

At Special Olympics GB, we're changing the way people think about intellectual disability.

Every day, our athletes challenge expectations, inspire communities and demonstrate what's possible when people are given the opportunity to thrive.

Corporate and commercial partnerships are fundamental to making that happen. They enable us not only to generate sustainable income, but to create opportunities for our athletes through volunteering, employment, leadership, education, inclusion and powerful brand collaborations.

As we build towards the Special Olympics World Summer Games in Chile and continue to grow our national movement, we're looking for an exceptional partnership professional to lead and evolve this work.

This isn't a traditional charity partnerships role. We're looking for someone who combines exceptional stewardship with commercial curiosity, entrepreneurial thinking and creativity. Someone who enjoys spotting opportunities, challenging conventional approaches and designing partnerships that create genuine shared value.

You'll inherit an exciting portfolio of national partners (Coca-Cola Europacific Partners, Toyota GB, Fuller's pubs, Ocean Outdoor, Mitsubishi Electric UK and others), lead a small but ambitious team, and work alongside the Director of Development to shape the future of one of the UK's most exciting purpose-led partnership programmes.



About Special Olympics GB

Special Olympics GB is a dynamic and inclusive organisation using the power of sport to transform the lives of people with intellectual disabilities and challenge perceptions of what they can achieve.

We provide year-round opportunities for children and adults with intellectual disabilities to train, compete, lead, volunteer and thrive. Through sport, our athletes build confidence and friendships, develop skills and experience the joy and sense of belonging that comes from being part of a team and a community.

People with intellectual disabilities remain too often overlooked, underserved and underestimated, facing barriers to inclusion across many areas of everyday life. We believe in a world where every person with an intellectual disability is valued, included and given opportunities to fulfil their potential.

Sport is a powerful way to make that vision a reality. It creates opportunities, builds confidence and belonging, develops leaders and brings people together. Most importantly, our athletes challenge expectations every day - showing the world their talent, determination and potential.

Special Olympics GB is part of the global Special Olympics movement, which reaches millions of athletes around the world. Here in Great Britain, our network of athletes, volunteers, coaches and local clubs creates opportunities for people with intellectual disabilities across England, Scotland and Wales.

Every time our athletes take to the field of play, step into a leadership role or share their story, they help change perceptions of intellectual disability.

Together, we're building a more inclusive world - and showing everyone what people with intellectual disabilities can do.



What is intellectual disability?

When a person has certain limitations in cognitive functioning and skills, including communication, social, and self-care skills

Intellectual disability in Great Britain:

- **1.5 million** children and adults have intellectual disability
- **36%** of adults (19 million) have a connection to, or are aware of, someone with an intellectual disability
- **96%** of adults with intellectual disability are unemployed
- **78%** of people with intellectual disability do not take part in any sport activity
- **31%** of people with intellectual disability live in poverty, compared to 18% of the general population



Job Description

Job title:

Corporate & Commercial Partnerships Lead

Salary:

£44,000 - £50,000 (inclusive of any applicable London Weighting), depending on experience

Reports to:

Director of Development

Location:

Home based with preference for candidates located within easy reach of London, Birmingham or Manchester, with regular travel across Great Britain and occasional international travel.

Hours:

Full Time



Corporate & Commercial Partnerships Lead Responsibilities

Strategic Partnership Stewardship & Growth

Outstanding stewardship sits at the heart of this role. You'll be responsible for ensuring every one of our corporate partners enjoy an exceptional experience, strengthening long-term relationships and continually identifying opportunities to increase impact and value.

Responsibilities include:

- Lead the stewardship, growth and long-term success of Special Olympics GB's strategic corporate partnership portfolio.
- Develop bespoke partnership plans aligned to partner objectives and organisational priorities.
- Build trusted, long-term relationships with senior stakeholders across partner organisations, understanding their objectives and identifying opportunities to grow each partnership.
- Lead annual partnership reviews, impact reporting and renewal planning.
- Produce compelling reports demonstrating social impact, commercial value and return on investment.
- Continually identify opportunities to deepen relationships through employee engagement, fundraising, volunteering, athlete leadership, campaigns and storytelling.
- Work collaboratively across Special Olympics GB to ensure every partnership is delivered to an exceptional standard.
- Maximise long-term retention and partnership growth through outstanding stewardship and innovative thinking.

Corporate & Commercial Partnership Development

Working closely with the Director of Development, you'll support the continued growth of our corporate partnerships programme.

Responsibilities include:

- Maintain a healthy pipeline of prospective corporate and commercial partners, while prioritising opportunities to deepen and grow existing partnerships.
- Developing compelling partnership propositions tailored to individual organisations.
- Supporting partnership pitches, presentations and negotiations.
- Creating innovative partnership models that move beyond traditional sponsorship packages.
- Identifying opportunities to grow both existing and new partnerships through shared value and creative collaboration.
- Supporting delivery of ambitious annual income targets.

Responsibilities continued...

Partnership Delivery, Activation & Innovation

You'll ensure every partnership is brought to life through high-quality delivery and memorable experiences.

Responsibilities include:

- Coordinating delivery of partnership commitments across Communications, Sport, Events, Athlete Leadership, Volunteering and Operations.
- Ensuring contractual benefits are delivered to an exceptional standard.
- Developing innovative partnership activations that strengthen engagement and demonstrate impact.
- Working with colleagues to create new partnership opportunities across the organisation.
- Supporting delivery of flagship campaigns and events including our National Games and Special Olympics World Games.
- Ensuring every partner interaction reflects the values of Special Olympics GB.

Corporate Engagement & Flagship Partner Programmes

You'll lead and continue developing a range of innovative corporate engagement opportunities that strengthen relationships while creating memorable experiences for partners.

This includes:

- Inter-Partner Unified Sport events (e.g. sports days, football tournaments)
- Employee volunteering programmes.
- Challenge events and fundraising campaigns.
- Workplace giving initiatives.
- Athlete leadership engagement.
- Networking and cultivation events.
- Partner recognition opportunities.
- New engagement programmes that respond to partner objectives and organisational priorities.

You'll continually look for creative ways to evolve these programmes and develop new opportunities that create genuine shared value.

Effective & Collaborative Working Relationships

- Build strong collaborative relationships across the organisation.
- Support colleagues to identify partnership opportunities across programmes and projects.
- Work closely with Communications to maximise storytelling opportunities.
- Collaborate with Sport, Athlete Leadership, Events and Operations teams to deliver exceptional partner experiences.
- Represent Special Olympics GB externally with professionalism, credibility and enthusiasm.
- Champion a culture of excellent partnership stewardship, ensuring colleagues across the organisation understand the important role they play in delivering outstanding partner experience.

Contracts, Governance & Compliance

Working alongside the Director of Development and Director of Operations you will:

- Develop robust partnership agreements and renewal documentation.
- Support contract negotiation and commercial discussions.
- Maintain excellent partnership records.
- Ensure all partnership activity complies with Fundraising Regulator guidance, GDPR and organisational policies.
- Monitor delivery against contractual commitments and KPIs.

Responsibilities continued...

Leadership & Team Development

You'll lead and develop the Corporate & Commercial Partnerships function by:

- Line managing two direct reports.
- Creating a positive, ambitious and collaborative team culture.
- Supporting colleagues through coaching, mentoring and regular development conversations.
- Setting objectives and monitoring performance.
- Encouraging continuous improvement and innovation.
- Supporting the Director of Development in shaping the future growth of the team.

Financial Management & Reporting

- Monitor partnership income, expenditure and forecasts.
- Manage partnership budgets responsibly.
- Report progress against KPIs and income targets.
- Produce reports and management information as required.
- Work closely with the Finance Team to ensure accurate financial reporting.

Other

- Maintain an excellent understanding of Special Olympics GB's programmes, campaigns and strategic priorities.
- Maintain knowledge of trends across corporate partnerships, sponsorship, fundraising and CSR.
- Attend relevant networking events and professional development opportunities.
- Maintain accurate CRM records and data.
- Ensure compliance with safeguarding, fundraising and data protection requirements.
- Work closely with the Safeguarding Team to ensure all partnership activities, events and experiences are delivered in line with Special Olympics GB safeguarding policies and procedures.
- Where required, develop appropriate event and activity risk assessments and ensure agreed mitigation measures are implemented.
- Comply with and work within Special Olympics GB policies and procedures.
- Undertake any other duties commensurate with the role.

This job description is intended to be a basic guide to the scope and the responsibilities of the post 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.

Benefits

- 25 days' annual leave allowance (pro rata for part time staff) plus bank holidays.
- Additional closure days at Christmas.
- Birthday day off.
- Flexible working due to remote nature of the organisation.
- Time Off In Lieu (TOIL) policy.
- Employee pension scheme.
- HSF Health Cash Plan.
- Ongoing access to professional development opportunities.
- Access to networking groups across the sector.
- Friendly and supportive team with the opportunity to work closely with other teams and beneficiaries.



Person Specification

We're looking for someone who combines strong relationship management with commercial thinking and a genuine passion for creating partnerships that make a difference.

Essential

- Significant experience managing high-value corporate partnerships, sponsorships or strategic business relationships.
- Demonstrable success in growing partnerships through excellent stewardship and relationship management.
- A track record of identifying opportunities, developing new ideas and turning them into successful partnerships, campaigns or projects.
- Experience developing partnership proposals, presentations and reports.
- Strong commercial awareness and an ability to identify opportunities that create shared value.
- Experience negotiating or supporting partnership agreements.
- Experience managing multiple projects and stakeholders simultaneously.
- Experience leading, coaching or developing colleagues.
- Excellent communication, influencing and presentation skills.
- Strong organisational and project management skills.

Desirable

- Experience within the charity, sport or events sectors.
- Experience managing corporate fundraising campaigns.
- Experience delivering sponsorship activations or commercial partnerships.
- Knowledge of UK fundraising regulation.
- Experience of employee engagement or volunteering programmes.

Skills & Competencies

The successful candidate will be:

- Passionate about helping people with intellectual disabilities achieve their potential.
- An exceptional relationship builder.
- Passionate about delivering outstanding stewardship.
- Commercially curious and naturally creative.
- Entrepreneurial and proactive, with the confidence to identify opportunities and turn ideas into reality.
- Highly collaborative.
- Confident working with senior stakeholders.
- Organised and proactive.
- An excellent communicator.
- Committed to inclusion and equality.



Why join Special Olympics GB?

Every day, our athletes challenge perceptions, redefine expectations and demonstrate what's possible when people with intellectual disabilities are given the opportunity to thrive. As our Corporate & Commercial Partnerships Lead, you'll help make those opportunities possible. You'll work alongside inspiring athletes, passionate colleagues and nationally recognised organisations to create partnerships that don't simply raise money - they open doors, build confidence, develop leaders and create more inclusive communities across Great Britain.

This is an opportunity to shape the future of one of the UK's most ambitious purpose-led partnership programmes while seeing the real and lasting impact of your work on the lives of thousands of athletes and their families. If you're excited by creating innovative partnerships with purpose and want your work to make a genuine difference every day, we'd love to hear from you.

How to apply

To apply, please send your **CV and a covering letter (maximum two pages)** to **recruitment@sogb.org.uk**, with the subject line **Corporate & Commercial Partnerships Lead**.

Your covering letter should tell us why you want to join Special Olympics GB and, referring to the role description, demonstrate how your skills and experience equip you for the role. Specifically, we'd love to hear about **a time when you spotted an opportunity and turned an idea into a successful partnership, project or initiative**.

The closing date for applications is midnight on **9th August 2026**. First-stage interviews will take place online **week commencing 17th August**, with second-stage interviews planned for **2nd and 3rd September**.

If you have challenges with written communication and would like to discuss alternative ways to apply, please contact **Michelle King, Operations Support Officer, on 07455 874140**.

If you have not heard from us by 31st August, unfortunately your application has not been successful on this occasion.

Queries

For an informal conversation about the role or further information, please contact **Allie Tarry, Director of Development** at **alison.tarry@sogb.org.uk**.

Safer Recruitment & Equal Opportunities

Special Olympics GB is committed to safeguarding and promoting the welfare of children, young people and vulnerable adults, and expects all staff and volunteers to share this commitment. The successful candidate will be required to complete relevant safeguarding training and undertake a DBS/PVG check appropriate to the role.

We are committed to equality, diversity and inclusion and welcome applications from all sections of the community, particularly people with disabilities who meet the requirements of the role.

No agencies please.

For more information, visit [Special Olympics GB](https://www.specialolympicsgb.org).



www.specialolympicsgb.org.uk

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**Special
Olympics**
Great Britain

