



## PARTNERSHIPS MANAGER JOB DESCRIPTION

<b>Job Title:</b>	Partnerships Manager
<b>Location:</b>	Hybrid working with a minimum of two days a week to be worked in our Covent Garden office in London.
<b>Reporting To:</b>	Director of Partnerships and Global Growth
<b>Hours:</b>	37.5 hours a week, worked flexibly to include evening and weekend work where necessary
<b>Contract:</b>	Permanent
<b>Travel:</b>	There will be with travel nationally and internationally

### Overview

Race Against Dementia is a global charity founded by three-time Formula 1 World Champion Sir Jackie Stewart OBE to find preventions, treatments and cures for dementia – faster.

We fund and support pioneering early-career scientists around the world, giving them the tools, mentoring and Formula 1-inspired mindset to accelerate breakthroughs. From the UK to the USA, Australia to South Africa, our researchers are rethinking how dementia research is done – applying data science, AI and engineering to neuroscience in bold, collaborative ways.

This role sits within Race Against Dementia's small Partnerships and Global Growth team, which raises income in the UK and overseas.

### Purpose of the Role

We are seeking a dedicated and experienced Partnerships Manager. As a skilled relationship-builder, you excel in cultivating partnerships that generate income and drive mutual value whilst contributing to achieving strategic goals. In this dynamic role, you will lead diverse partnerships, playing a pivotal role within our expanding fundraising team.

Collaborating closely with the Director of Partnerships and Global Growth the role leads the development and stewardship of strategic partnerships that deliver meaningful impact. You'll be responsible for growing our partnership portfolio, delivering impactful campaigns and contributing to the long-term sustainability of the charity. This includes leveraging Race Against Dementia's strong connections with the Stewart Family, Formula 1, and other world-class partners to create innovative collaborations that enhance visibility, engagement, and fundraising outcomes.

## **Duties and Responsibilities**

- Act as the main liaison for partners, cultivating long-term relationships founded on trust, transparency, and mutual value.
- Maintain and grow partnerships that contribute to Race Against Dementia's fundraising targets and strategic objectives.
- Collaborate closely with partners to understand their goals, interests, and expectations, crafting customised partnership strategies to effectively address their needs and aspirations.
- Manage and develop each partnership strategy supporting the aim of raising money from businesses as an integral part of the charity's overall fundraising strategy.
- Develop and maintain a portfolio of new business supporters and secure new income by identifying growth areas and opportunities.
- Ensure that partnership proposals are aligned with partner priorities and funding criteria, effectively communicating the impact and value of our programs and initiatives.
- Contribute to the development of ideas and strategies for growth and impact within the fundraising team.
- Track, analyse and report on fundraising results in the partnership income stream and measure, manage and report performance against agreed metrics.
- Develop and implement joint marketing campaigns with partners to enhance our brand visibility.
- Collaborate with colleagues to create compelling narratives that showcase the impact of Race Against Dementia partnerships, driving awareness and engagement.
- Monitor CSR trends in the media and keep up to date with professional fundraising associations and media regarding fundraising tools and skills development.

## **Other Duties**

Carry out any other duties as required by your manager, Director, CEO and Board of Trustees including:

- To attend, where appropriate, local, regional and national meetings/events.
- To maintain a good knowledge of national and local initiatives which are of benefit to Race Against Dementia.
- To administer your own workload, including meeting targets and deadlines in line with the Race Against Dementia appraisal system.
- To attend relevant CPD training events as required.
- To undertake responsibility, as part of the team, for all Health and Safety work related matters.
- To work within the guidelines of Race Against Dementia's policies and procedures.

All team members are expected to uphold and actively demonstrate Race Against Dementia's values and purpose, fostering a culture of integrity, innovation, and shared ambition to accelerate progress in the race against dementia.

*This is not intended to be an exhaustive list. Your job description may be subject to change.*

Date last updated: December 2025

## PARTNERSHIPS MANAGER PERSON SPECIFICATION

<ul style="list-style-type: none"> <li>• Proven track record of fundraising over at least three years</li> </ul>	Essential
<ul style="list-style-type: none"> <li>• Competent and comfortable building relationships with individuals at all levels</li> </ul>	Essential
<ul style="list-style-type: none"> <li>• Knowledge of fundraising regulations, data protection, and GDPR compliance.</li> </ul>	Desirable
<ul style="list-style-type: none"> <li>• Experience of using CRMs (especially Salesforce) to manage data and track supporter behaviours.</li> </ul>	Desirable
<ul style="list-style-type: none"> <li>• Excellent written and verbal communication skills, with the ability to craft compelling supporter stories and content.</li> </ul>	Essential
<ul style="list-style-type: none"> <li>• Strong organisational and time management skills, able to manage multiple priorities and meet deadlines.</li> </ul>	Essential
<ul style="list-style-type: none"> <li>• Extremely resilient. Able to think on your feet and problem solve quickly and effectively</li> </ul>	Essential
<ul style="list-style-type: none"> <li>• Good attention to detail, particularly in managing data and financial information.</li> </ul>	Essential
<ul style="list-style-type: none"> <li>• Confident using digital tools, platforms, and Microsoft Office (especially Excel).</li> </ul>	Essential
<ul style="list-style-type: none"> <li>• Ability to analyse data and generate insights to inform decision-making.</li> </ul>	Essential
<ul style="list-style-type: none"> <li>• A collaborative team player who can also work independently and take initiative.</li> </ul>	Essential

*These competencies and behaviours will be used to assess applications and at interview stage. Only candidates who can clearly demonstrate they meet all the essential criteria will be considered.*

# YOUR EMPLOYMENT

We are a small, ambitious charity with a big mission. Our team works closely with scientists, funders, partners and supporters in the UK and internationally, and we pride ourselves on being collaborative, values-led and outcome-focused.

Working at Race Against Dementia means being part of a passionate, high-performing team where your work has clear purpose and tangible impact.

## What can we offer you?

- A meaningful role contributing directly to the race against dementia, with clear sight of the impact of your work.
- You will be joining a team who put people first and will make you feel valued, help you to learn and support you to thrive in your role and within the charity.
- Quarterly in person team meeting days where we take a break from the screens, reflect on the last couple of months, plan ahead and use the day to work collaboratively.
- Opportunity to work closely with senior leaders, trustees and high-profile supporters.
- Hybrid working with an office in central London.
- Up to 3% matched pension contribution.
- 25 days holiday a year, plus eight English public holidays (and we encourage you to use them all!).
- Learning and development budget and support.
- A collaborative, inclusive environment where ideas are encouraged and initiative is valued.

## Equality, Diversity and Inclusion Statement

Race Against Dementia aims to be an inclusive organisation where the individuality of every person is treated with respect. Race Against Dementia is committed to eliminating discrimination in any form. This means that all staff, volunteers and everyone with whom we come into contact with will be treated with dignity, equality, fairness and respect and no one will receive less favourable treatment.

## Safeguarding Statement

Race Against Dementia is committed to safeguarding and protecting vulnerable adults, children and young people. All our posts are subject to a safer recruitment process, including the disclosure of criminal records and vetting checks where appropriate. We have policies and procedures in place that promote safeguarding and safer working practices across the organisation.