

# Corporate Partnerships Lead Candidate Pack



Because growing  
up can be hard





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# Welcome to Children North East

Children North East is a large North East based children's charity that works across the region, with some work extending across England, Wales and Scotland. We exist because growing up can be hard. We want all babies, children and young people to be happy and healthy, and to grow up feeling safe and loved, resilient to the challenges they may face, and valued and confident.

We have a strong children's rights ethos and believe that real, lasting social change is achieved when those who are experiencing or have experienced issues lead that change. We work both directly with babies, children and young people, and in their families, schools and communities, delivering services, support and interventions that provide a platform to work through issues, take action and provide tools for individuals and communities to reach their full potential.

## Corporate Partnership Lead

### Purpose of the Role

The postholder will lead the strategic development and growth of corporate fundraising income, partnership development and corporate engagement across the organisation.

Success in this role will include developing strong corporate partnerships, increasing business engagement, supporting growth in corporate income and helping develop meaningful engagement opportunities and successful flagship fundraising activity.

### Salary

£32,795 to £37,394 per annum full time (37 hours per week). This will be pro-rated if 30 hours per week is agreed.

### Hours

Full-time (37 hours) or part-time (30 hours) options available.

### Length of Contract

Permanent.

### Closing Date

Wednesday 24<sup>th</sup> June 2026 at 12 noon.



# Our Organisation

## Who We Are Today



Our services, support and interventions are delivered to babies, children and young people and their families, from prenatal up to age 25. We have a region-wide presence, with focused activity in Northumberland, and North Tyneside, with an ambition to grow our work and have a stronger presence across the North East in the coming years.

Delivery includes therapeutic services, mental health support, youth work, domestic abuse support, family support, community-based initiatives, participation and consultation activities and our UK wide Poverty Proofing© initiative.

We want to lead systemic change and do this by campaigning on issues affecting babies, children and young people; challenging those in positions of influence at all levels who make decisions affecting the lives of babies, children and young people; and working to influence social policy and system change to address obstacles preventing babies, children and young people growing up happy and healthy.

## Where We Are Going

Recent national and global events have seen the need for our services increase within the region and beyond. Our five-year strategy seeks to grow our capacity to meet the needs of babies, children, young people and their families when we can make the biggest impact on their lives.



The strategy, which launched in 2021, focuses on three primary objectives: Sustainability and growth, reach and impact. Key objectives include growing the impact of our work by diversifying our portfolio of activities, bringing in new income streams, growing our audiences and campaigning on behalf of our communities. We also recognise that our power is in our people, so we are investing in strengthening our workforce through different initiatives, from investing in learning and development to developing employee ambassadorship.

You can view [the full 2021 to 2026 strategy on our website](#).

## Where We Began



Our charity has been helping children and young people grow up healthy and happy since 1891. Originally named the Poor Children’s Holiday Association (PCHA), our purpose was to offer support to the children living in poverty by giving them a ‘hand up, not a hand out’, an ethos we pursue to this day.

We were founded by John H. Watson and John T. Lunn, who wanted to take action to improve the health of children living in the slums of Newcastle. What started as a single day trip to Tynemouth for 120 inner-city children, caught the public’s imagination and very soon weekly trips were being organised, paid for through public donations.

A rich history followed, as the charity grew and innovated to meet the changing needs of children over time, including clubs and community activities, children’s homes and TB Sanatoriums. To learn more about our history and what connects the start of our 130-year journey with the charity we are today, watch our short anniversary film [You Are Not Alone](#).





# Corporate Partnership Leadership

## Purpose of the Role

To lead the strategic development and growth of Children North East's corporate fundraising programme, building sustainable partnerships and increasing corporate income across the region.

The Corporate Partnerships Lead will take ownership of strategic corporate relationships and flagship fundraising activity, while developing new partnership opportunities and increasing meaningful business engagement across the charity's work.

## Line Management Responsibilities

- You will report directly to the Growth & Engagement Director.
- You will have line management responsibility for the Events & Community Coordinator.

## Main Responsibilities

- Lead the growth and development of corporate fundraising and business partnerships across the organisation.
- Build and manage relationships with key corporate supporters and identify opportunities to grow engagement and income.
- Develop sponsorship, fundraising and business engagement opportunities linked to the charity's work and priorities.
- Provide strategic oversight and support for flagship fundraising activity including the Annual Ball, Dip & Sip and Christmas Tree Collection.
- Work closely with the Events & Community Coordinator to support partnership activity, corporate engagement and flagship events.
- Work collaboratively with communications colleagues to promote partnerships, supporter stories and engagement opportunities.
- Represent the charity confidently across business networks, meetings and engagement opportunities.
- Contribute to wider fundraising planning, reporting and organisational growth priorities.
- To work closely with the Corporate Fundraiser to convert new business opportunities into active partnerships, supporting progression into long-term engagement and taking ownership of higher-value relationships where appropriate.



## Essential Experience, Knowledge and Skills

- Experience of corporate fundraising, partnerships or business development, including building and managing external relationships
- Experience of delivering income-generating activity, events, sponsorship or partnerships opportunities.
- Strong communication and presentation skills, with the ability to engage and influence a range of audiences.
- Ability to manage multiple priorities and opportunities in a proactive and organised way.
- Experience of working collaboratively across teams.
- Experience of using CRM systems to manage relationships and track activity.
- Understanding of fundraising regulations and best practice.

## Desirable Experience, Knowledge and Skills

- Experience of securing corporate sponsorship or partnership opportunities.
- Experience of corporate engagement, CSR or fundraising events activity.
- Knowledge of regional business networks and stakeholder environments.
- Creative and proactive approach to partnership development.

## Personal Qualities

- Passionate about the mission and values of Children North East.
- Excellent relationship builder with strong interpersonal skills.
- Proactive, creative and opportunity-focused.
- Resilient, adaptable and able to work on own initiative.
- Collaborative and supportive team player.
- Professional, credible and confident ambassador for the organisation.
- Organised and results-focused with a commitment to delivering high-quality work.
- Committed to equality, diversity, inclusion and children's rights.

## Health & Safety Roles & Responsibilities

- Employees/sessional workers have a statutory duty to take reasonable care of themselves and others who may be affected by their acts or omissions at work.
- Employees/sessional workers must also comply with Children North East's health and safety arrangements.



## Additional Duties

- It is the nature of the work of Children North East that tasks and responsibilities are in many circumstances unpredictable and varied. All staff and sessional workers are therefore expected to undertake work which may not be specifically covered in the job description. These additional duties will be compatible with the regular tasks and duties.



# Reward, Benefits, Terms and Conditions

## Salary

(Scale Points 33 to 38) £32,795 to £37,394 per annum for a full-time role of 37 hours per week. For part time hours of 30 hours per week this salary will be pro-rated. Please note a Level 5 Management Qualification will be required to move above our salary bar at point 35. Appointments are usually made with a salary offer starting at the lower end of the scale.

## Hours

This role has full-time (37 hours) or part-time (30 hours) options available. Due to the varied nature of the duties, a flexible approach will be required and may include evenings. Time off in lieu may be taken following agreement of the line manager. We are very proud to be a flexible employer. Please feel free to discuss any flexible working requests at interview.

## Place of Work

This post is based at Children North East, 89 Denhill Park, Newcastle upon Tyne, NE15 6QE.

## Length of Contract

This role is permanent.

## Holiday Entitlement

Full time employees are entitled to 30 days a year plus statutory and general national holidays. This is pro-rated for part time staff.

## Probationary Period

There is a 6 months probationary period for this position.

## Car Allowance

A casual car user allowance applies to this post.



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## Period of Notice

Two months' notice from either the employee or the organisation is required (one month during the probationary period).

## Parental Benefit

There is an occupational maternity pay scheme for staff who have 12 months continuous service and we offer 2 weeks partner/paternity leave at full pay. We also offer an occupational adoption pay scheme for staff who have 12 months continuous service.

## Sick Pay

There is an occupational sick pay scheme at Children North East.

## Pension Scheme

There is a staff pension scheme in which the organisation also contributes 7.25% of staff members' salary.

## Health Care

All staff members who are contracted over a ten month period are entitled to join the organisations private health care scheme.

## Saving Scheme

A saving scheme is available so that staff can choose to save part of their salary. This is then paid back to staff on request.

## Bus Passes

The cost of an annual bus pass used for a member of staff's work can be paid in 12 monthly amounts, deducted from their salary.



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# How to Apply

Please visit the "Our Vacancies" section of our website at [www.children-ne.org.uk/work-with-us/vacancies](http://www.children-ne.org.uk/work-with-us/vacancies) to apply. Please note CVs will not be accepted.

We welcome a diverse range of applications and are passionate about promoting equality, and valuing diversity. We welcome applications from all suitable qualified persons particularly black, Asian and minority ethnic applicants, as these groups are currently under-represented in our workforce.

## Closing date

Wednesday 24<sup>th</sup> June 2026 at 12 noon.

## Interview date

Thursday 2<sup>nd</sup> July 2026.

## Contact

Please contact our HR team if you have any questions regarding the role on 0191 256 2444 or [hr.team@children-ne.org.uk](mailto:hr.team@children-ne.org.uk)



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