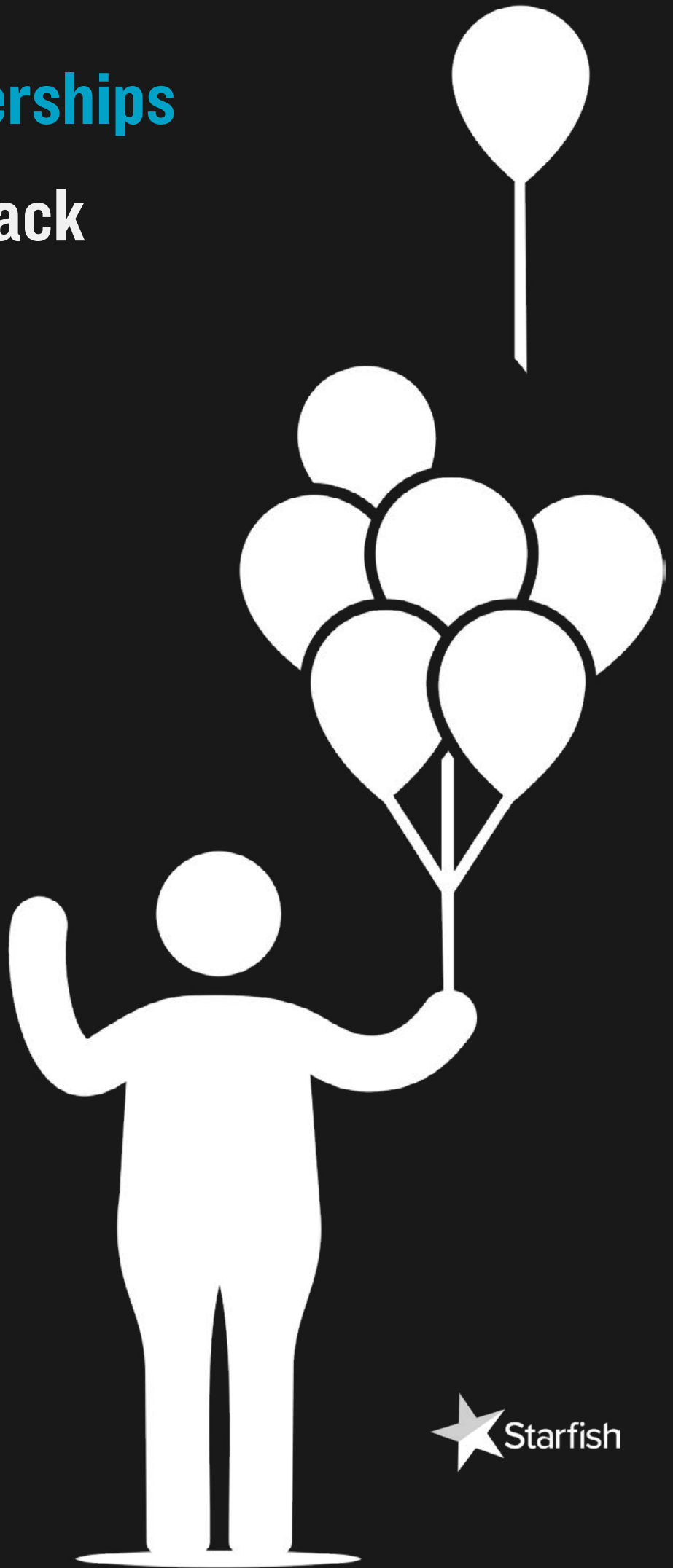


Head of Partnerships

Recruitment Pack



Welcome

Thank you for your interest in joining us as our new Head of Partnerships at Prostate Cancer UK – one of the UK's most vibrant and vital cancer charities.

Every man needs to know about the most common cancer in men – prostate cancer. It's real and present danger that takes over 12,000 of our dads, grandads, brothers and friends each year. It shouldn't be this way.

We have a vision of a world where every man has the power to navigate prostate cancer. In practical terms, this means funding ground-breaking research, supporting men with advice and information, influencing for change in UK policy and health services and raising people's awareness about this poorly understood disease. We need to grow our income to keep pace with our ambition and have been successful in doing that over recent years, but we now want to accelerate that further.

Now is an incredibly exciting time to join Prostate Cancer UK and this role offers a compelling opportunity to lead the Partnerships team to grow our income for the long-term, to maximise our profile, impact and reach, enabling us to save the lives of more men affected by prostate cancer.

As our new Head of Partnerships, you'll join a talented, forward thinking, and creative fundraising department. We're looking for an experienced leader, with proven success of securing and delivering six and seven figure partnerships and a track record of driving year on year income growth in either a charitable or commercial organisation. You'll have a strategic mindset and the ability to evaluate both short and long term benefits, both to us and our partners. We're looking for an exceptional communicator and natural collaborator. Whatever your background, you'll be united in our goal to fight against prostate cancer.

If you think you bring the skills, experience, and drive we're looking for, I hope you'll be inspired to find out more.

Chris Jarret
Director of Fundraising

Why we're here

We are Prostate Cancer UK, and we're on a mission to give every man the power to navigate this complex disease. We take the time to understand the individual needs of men to give them expert advice and support, so they can make informed choices. Whether they're learning about their risk of prostate cancer or finding their way through it, we're always on hand with the knowledge and experience men need to find the right path.

Prostate cancer is curable if caught early. That's why we work across all communities to build a better understanding of prostate cancer. We're investing millions in research to revolutionise testing, treatment and care. And blazing a trail to a screening programme that could save thousands of lives with regular, accurate tests for all men at risk.

We believe every man's life is unique and remarkable. That's why all of us at Prostate Cancer UK make every pound and minute spent, every conversation, and every idea contribute to a better world for men and those who love them.

So no man is left behind.



Our Work



Our impact 2023-24:

[Read more](#)



Our research strategy 2020-2030: More cures, less harm

[Read more](#)



Campaign spotlight

[Read more](#)



'The good cancer' our brand film

[Watch here](#)



Our strategic priorities

1

WHAT MEN NEED:

Knowledge about their risk and the power to act on it

WHAT WE AIM TO DO:

Reach and activate more men to make an informed choice about their prostate cancer risk

2

WHAT MEN NEED:

Equal care everywhere

WHAT WE AIM TO DO:

Reduce health inequalities and become relevant to the communities most impacted, starting with Black men

3

WHAT MEN NEED:

Screening as soon as possible

Powerful, personalised treatments to save and extend their lives

WHAT WE AIM TO DO:

Accelerate earlier diagnosis and access to better treatments

4

WHAT MEN NEED:

Support every step of the way

WHAT WE AIM TO DO:

Transform the experience and support for men with prostate cancer to live and die well

A

Build a trusted brand that articulates our ambition and achievements, and resonates with all men.

It should feel trustworthy and emotionally connected to those at highest risk. It should enable meaningful partnerships with corporate partners, the healthcare sector, and the research community.



**PROSTATE
CANCER UK**

B

Become a £50 million charity by 2027, allowing us to double the investment in research.

→ £50M

**TO DRIVE THE
CHANGE WE WANT
TO SEE, WE NEED TO...**

C

Attract the best talent and develop a motivated and skilled workforce that are resilient and adaptable to change, with an inspiring culture that's well-connected and supported to achieve strategic goals.



D

Use data and technology to understand the behaviours and motivations of our supporters and service users.



This means we can make evidence-based decisions, to spot opportunities, and constantly improve our products and services to create the best possible experience.

Our Vision for the future



Every man over 45 in the UK understands their risk of prostate cancer. And has the information and tools to act on it.



Ethnicity, location or income don't dictate your chances of survival, quality of life or quality of care.



Every man at risk is invited for regular, accurate tests to help catch prostate cancer early enough for a cure.



Every man receives effective treatment that's personalised to his needs, giving him the best chance of saving and extending his life.



Every man with prostate cancer gets the best support and information to make their experience of navigating the disease as comfortable as possible. Especially those who die from prostate cancer, and their loved ones.

LEAVE NO MAN BEHIND

Promise

Values

IN THE KNOW

IN YOUR CORNER

MAKE IT COUNT

Behaviours

Generous with knowledge

Switched on and well-connected, we share our expertise and make informed decisions.

Naturally curious

Constantly learning and hungry for knowledge, we challenge and push for answers.

Got your back

Unembarrassed and reassuring, we listen, understand and stand up for those in need.

Open to all

Inclusive and open-minded, we recognise everyone is unique and embrace different perspectives.

Do what matters

Impossible to ignore, we focus on what matters to drive results and maximise our impact.

Never settle

Fired up and restless, we make a difference in everything we do - and are excited to give our best.

Valuably different culture and brand experience

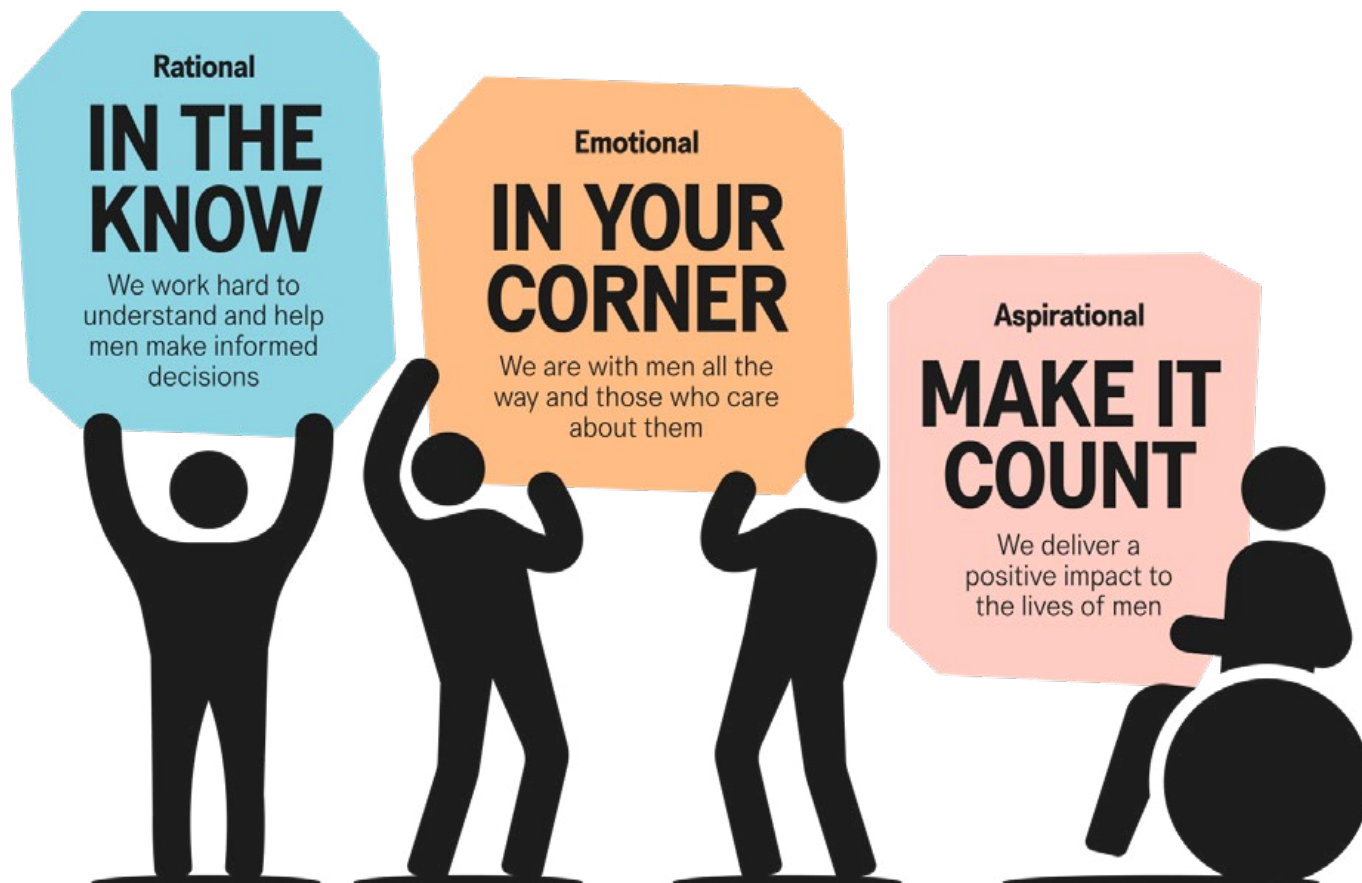


Our Culture

Values and behaviors

Our values and behaviors help us make decisions, work together and guide the sorts of conversations we have on a day-to-day basis. They underpin our brand identity and give us a shared understanding of who we are and how we work together to create positive change, every day.

Our Values



Our Behaviours

RATIONAL	EMOTIONAL	ASPIRATIONAL
GENEROUS WITH KNOWLEDGE Switched on and well-connected, we share our expertise and make informed decisions.	GOT YOUR BACK Unembarrassed and reassuring, we listen, understand and stand up for those in need.	DO WHAT MATTERS Impossible to ignore, we focus on what matters to drive results and maximise our impact.
NATURALLY CURIOUS Constantly learning and hungry for knowledge, we challenge and push for answers.	OPEN TO ALL Inclusive and open-minded, we recognise everyone is unique and embrace different perspectives.	NEVER SETTLE Fired up and determined to make a difference in everything we do – and driven to give our best.

Head of Partnerships

As a senior leader within the fundraising team, this role will lead the Partnerships team in delivering commercial and strategic partnerships to drive income and impact. You will lead a team of experts in engaging with partners, maximising the value commercial organisations can provide in achieving our strategic aims. Through your understanding of the motivations, needs and interests of our commercial partners, you will lead our approach to business development and take a hand-on approach to this process.

In this role you will:

- Lead the Partnerships Team at Prostate cancer UK, managing the Account Management and New Business functions.
- Develop and lead our partnerships programme, maximising value and impact for Prostate Cancer UK
- Alongside the Director of Fundraising, set the direction and approach to Partnership engagement and delivery
- Take the lead in securing new partners at a 6 and 7 figure level across commercial and strategic partnerships.
- Ensure we have best in practice approaches to new business, including; updated and accurate pipelines, accurate management information; a suite of propositions for target sectors; and a process for developing ad hoc propositions where appropriate, etc
- Work in partnership with colleagues across the business to ensure we are able to deliver to partnership objectives and ensure the value we generate through these partnerships is maximised.
- Lead the Corporate Partnership team, ensuring objectives are set and met, supporting the team in their individual and collective development
- Work collaboratively with the leadership team, Board and all our colleagues, looking for shared opportunities and maximising the potential of our network.
- Produce business plans and results that deliver short- and long-term objectives aligned with the fundraising and organisational strategy
- Ensure we are compliant with all fundraising and GDPR regulations; identify and manage risk
- Maintain high quality data, making sure information is gathered and recorded in line with the requirements of the General Data Protection Regulation, ICO and Prostate Cancer UK Data Protection Policy. Maintain high quality data, making sure information is gathered and recorded in line with the requirements of the General Data Protection Regulation, ICO and Prostate Cancer UK Data Protection Policy.

As a member of Prostate Cancer UK's senior leadership you'll

- Contribute to and participate in strategy, planning, budgeting, decision making and evaluation
- Be accountable for performance management of your team, working with your people leaders to achieve positive result
- Positively lead organisational change and development
- Lead and actively promote role modelling the behaviours in line with the code of conduct as a Prostate Cancer UK senior people manager
- Act as a charity ambassador at all times



The practical nuts and bolts

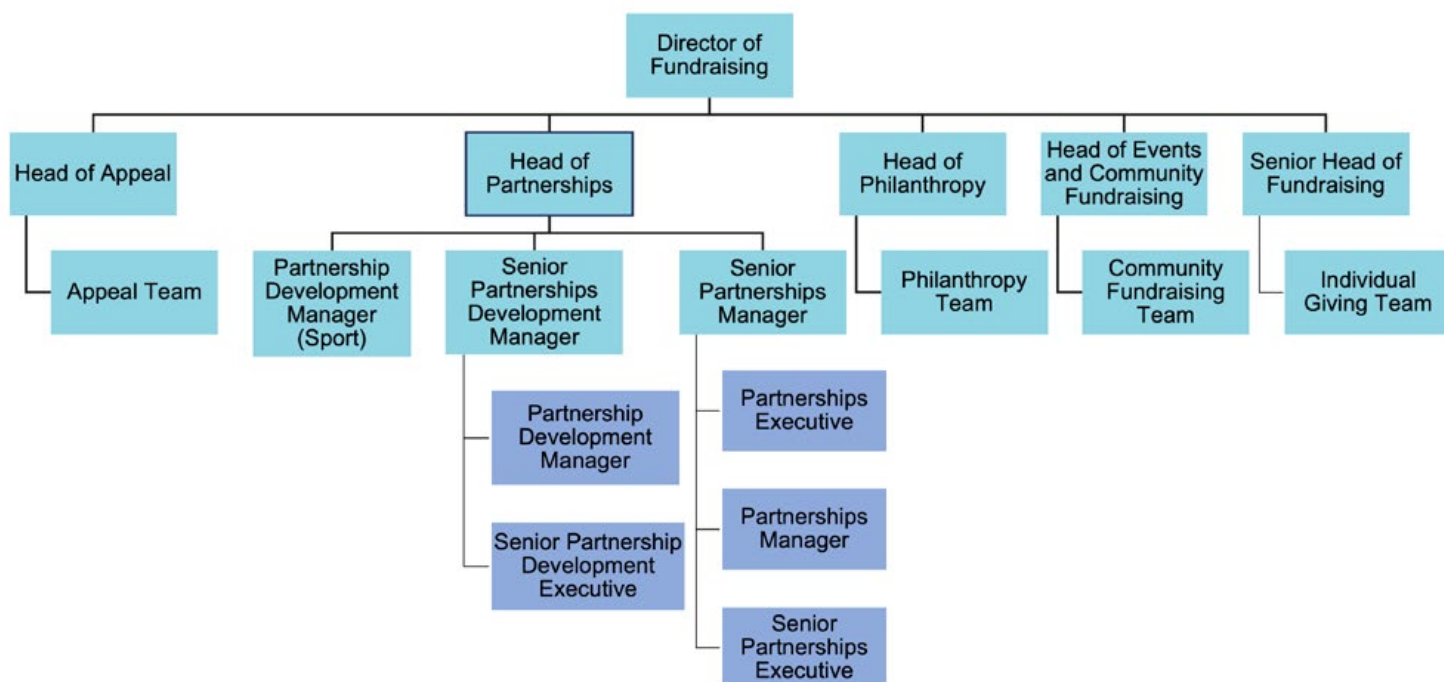
I report to: Director of Fundraising

Contract: Permanent

Hours: Full time, 37.5 hours per week

Location: London Bridge office and home based

Where does my role fit in the organisation?



Person Specification

Who you are..

Knowledge and experience

- Substantial experience in securing and delivering 6 and 7 figure partnerships in a commercial or charitable organisation
- Clear experience of securing partnerships in at least one of the following sectors: Sports, healthcare & Pharma; Retail; FMCG.
- Demonstrable knowledge and insight of the motivations behind successful partnerships
- Experience of negotiating and influencing at an Exec level/C-suite level
- Track record of achieving targets year on year and growing income; track record of winning and implementing partnerships
- Strong business risk management experience

Skills and abilities

- Strategic mindset to lead and grow a priority portfolio of activities evaluating short- and long-term benefits to the charity and partners
- Excellent people management skills, able to get the best out of a team and bring out their natural talents
- High levels of emotional intelligence. Strong communicator at all levels, able to maintain relationships with varied stakeholders
- A natural collaborator, who listens well & looks for opportunities to work with others across the organisation on shared goals
- Strong written and verbal communication skills, able to make complex technical information simple
- Ability to monitor performance and adjust plans according to progress, particularly in a volatile and uncertain environment
- Ability to stay calm and make informed decisions quickly

Styles and behaviours

- Actively leads on our commitment to equity, diversity, inclusion and allyship.
- Naturally works in an agile and flexible way and comfortable in a volatile and unknown environment

Terms of appointment

Salary

The salary for this role is c£70,000 per annum on a full-time permanent basis.

Hours:

Full time; 37.5 hours per week - We're happy to consider requests for flexible and part-time working on hiring.

Our core working hours are 10am to 4pm Monday to Friday, unless otherwise agreed. We've adopted agile working in our London office, so most of our colleague's hot desk each day.

Location:

Hybrid working – a combination of remote and in-person working at our London Bridge office. You'd need to be in the office two days a week and we may need you to come in for specific meetings.

Time off

We offer all of our staff 28 days annual leave plus bank holidays and increase this to 30 days after three years' service, and 33 days after five years.

Once you've completed five years' service, you can apply for a sabbatical.

Pensions

- If you pay 3%, we will pay 5%
- If you pay 4%, we will pay 6%
- If you pay 5%, we will pay 7%

One Pension Consultancy, our independent pension advisor, can also offer free, confidential advice about individual pension queries.



Additional benefits:

Employee assistance programme:

Through our independent provider, we offer a free, confidential telephone service for everyone in our team, their spouse/partner and any children under the age of 21 living at home. This service offers guidance on a wide range of topics, such as money management, legal queries, stress, domestic matters, bereavement, emotional problems and more.

Discounted gym membership:

We've teamed up with Fitness First to offer a great 50% discount on multi-gym membership.

Our closest gym- Cottons London Bridge – is one of only a small number of premier gyms offering a wide range of facilities and in just a minute from our London office; or you can use any of their 45 other locations in London.

Season ticket loan: You can pay off the cost of an annual rail travel card through deductions from your salary each month, interest free.

Cycle to work scheme:

You can buy a new bike and pay it off in monthly instalments through deductions from your salary (up to £1,000).

Career development:

As a member of our team, you'll be doing everything you can to help us beat prostate cancer. And we'll be doing everything we can to support you every step of the way. We're committed to helping all our colleagues develop their skills and reach their full potential.

From face-to-face training to secondments and volunteering- you'll have all the opportunities you need to make the right moves for you. With one third of our vacancies filled internally, our record speaks for itself.

And that's not all...

- Life assurance: 3 x annual salary
- Free income protection scheme
- Enhanced maternity, paternity and adoption pay
- Enhanced sick pay
- Benefits portal offering discounts for high street shops
- Enhanced special Leave entitlements
- Voluntary Critical Illness Cover and Healthcare Cash Plan



How to Apply

We hope you will consider making an application. If you have questions about the appointment and would find it helpful to have an informal conversation, please contact hannah.chapman@starfishsearch.com and we will be happy to arrange a call. To make an application, please go to <https://starfishsearch.com/jobs/prostate-cancer-head-partnerships/> and click on the apply now button, with the following prepared:

- Your CV (no more than three sides)
- A supporting statement (no more than two sides) that sets out why you think this role is the right move for you and how you meet what we're looking for.

We would also be grateful if you would complete the Equality and Diversity monitoring form on the online application process. This form is for monitoring purposes only and is not treated as part of your application.

Closing date: Friday 9th May 2025

Preliminary interviews: w/c 19th May 2025

Final Panel Interviews: w/c 2nd June 2025





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