

Corporate Partnerships Manager

Who we are

Teens Unite is an energetic, ambitious, and fast-growing charity dedicated to improving the lives of 13–24-year-olds during, and after cancer.

We're not a medical charity - we don't exist to cure cancer. We empower young people to live positively with cancer and thrive beyond it. We organise activities, programmes, and residential stays that give teenagers and young adults the opportunity to enjoy new experiences, make friends, learn new skills, and live life to the full without cancer holding them back.

Teens Unite is entering an exciting new chapter of growth as we work towards opening the first retreat in England for teenagers and young adults impacted by cancer.

With this growth comes an increased need to strengthen our corporate support. We're recruiting for an organised and passionate Partnership Manager to ensure corporate organisations are valued to maximise their impact. From recruiting new partners, to coordinating activities and consistently acknowledging their contributions while regularly sharing the difference they make.

Reporting to: Chief Executive

Location: Broxbourne, Hertfordshire (a minimum of 3 days per week in the office)

Contract: Permanent

Hours: 35 hours Mon - Fri. Part time/ flexible working, of a minimum of 25 hours a week will be considered. (occasional flexibility required to accommodate weekend events)

Who you are

We're looking for a confident, proactive people-person who genuinely enjoys networking a room and building meaningful connections. You're an excellent communicator, comfortable engaging senior-level stakeholders, and able to inspire others to support Teens Unite and make a valuable difference.

You'll be able to identify and pursue new partnership opportunities, particularly with brands and organisations that align with our mission. Persistent and resilient, you thrive on getting results and follow opportunities through with determination, creativity, and a clear sense of purpose.

As a skilled relationship builder, you'll take pride in nurturing existing corporate partners, building rapport, and ensuring they feel valued, supported, and excited about the impact they are helping to create. You'll be confident in always seeking the next opportunity, exploring innovative ways to grow partnerships and deepen engagement.

You'll thrive in a fast-paced, self-funded charity environment, and feel motivated by the opportunity to work alongside organisations across a wide range of industries, united by a shared commitment to improving the lives of young people living with, and beyond, cancer.

What We Offer

When joining Teens Unite, you can expect:

- To join a thriving organisation, that's leading the way in the youth cancer charity sector
- To be part of an inclusive, creative, and forward-thinking team environment
- Responsibility and ownership of impactful projects that directly make a positive impact on the lives of others
- Collaboration with high-profile brands supporting the charity, including YouTube, TikTok, Google and Warner Bros
- Support in your personal and professional development, including access to training
- Recently refurbished offices on a private site in the Hertfordshire countryside, with free on-site parking
- Flexible working arrangements, 35 days of annual leave (inclusive of bank holidays), Christmas office closure
- An optional, company-contributed pension scheme
- A competitive salary, reviewed annually

The role

Teens Unite is seeking a Partnerships Manager to lead and grow our corporate partnership's function. Building on strong foundations, you will develop relationships with SMEs, local businesses, and global brands to secure meaningful support and position Teens Unite as the charity partner of choice. Working closely with the CEO, you'll shape strategy, engage stakeholders, and deliver impactful outcomes, with autonomy to innovate, expand the function, and drive significant income growth.

Responsibilities:

- Deliver an annual income target of £200,000 through a mix of short, medium, and long-term corporate partnerships.
- Manage a diverse range of engagement channels, including staff-led fundraising, corporate donations, cause-related marketing, gifts-in-kind, event and programme sponsorship, volunteering, and employee engagement initiatives.
- Identify, research, and secure prospective partners at local, regional, and national levels, developing tailored proposals and presentations that demonstrate clear business benefits and social impact.
- Monitor partnership performance, risks, and opportunities, implementing corrective actions and providing regular reports to the CEO on pipeline, income forecasts, and strategic opportunities.
- Strengthen partner engagement through regular review, impact reporting, and exceptional stewardship, ensuring partners feel valued and understand the positive impact of their support.
- Collaborate with Marketing & Communications and Volunteer & Fundraising teams to deliver co-branded campaigns, PR moments, volunteering experiences, and engagement incentives.
- Stay up to date with trends in CSR, ESG, social value, and corporate philanthropy, using insights to develop innovative partnership models.
- Represent Teens Unite at networking events, conferences, and speaking opportunities, promoting the charity and inspiring partners to do more and achieve more.

Person Specification

Essential

- Proven experience in corporate partnerships, business development, or fundraising (charity/social impact or related commercial sectors).
- Confident relationship-builder, skilled in engaging SMEs to global brands, including senior stakeholders.
- Comfortable with public speaking and presenting
- Excellent communicator and strategic thinker, able to balance immediate priorities with long-term growth.
- Full UK driving licence

Desirable

- Commercially aware with a track record of meeting or exceeding income targets.
- Experience in negotiating contracts or multi-year agreements.

Application Closing Date: Sunday 4th January 2026

Salary band: £35,000 - £45,000 (depending on experience)

To apply, please send your CV and covering letter to careers@teensunite.org. Please ensure your email is marked 'FAO of Chief Executive'.

Teens Unite are committed to ensuring a diverse, inclusive, and respectful workplace. We value and celebrate differences in identity, background, and perspective, and we actively work to remove barriers in our recruitment process. If you need adjustments or accommodations during the application process, please let us know.

At Teens Unite, safeguarding is of the utmost importance. All employment is subject to satisfactory employment and criminal record checks to ensure the safety of the young people we support.

Please note, where a suitable candidate is found, the role may close earlier than the advertised deadline.