



Job description

Job title	New Corporate Partnerships Manager
Department	Development
Contract	Permanent
Salary	£37,567 per annum
Hours	Full-time, 36 hours per week
Location	Millbank
Reporting to	Senior New Corporate Partnerships Manager

Background

Tate's vision is to serve as artistically adventurous and culturally inclusive art museums for the UK and the world. We deliver this through activities in our four galleries across the UK (Tate Liverpool, Tate St Ives, Tate Britain and Tate Modern), our digital platforms and collaborations with our national and international partners. At the heart of Tate is our collection of art, which includes the national collection of British art from the 16th century to the present day, and international modern and contemporary art from 1900 to the present day, spanning all continents. We seek to expand access to the collection and deepen understanding of art in all its diversity.

Tate is a leading global institution, and we influence critical thinking about art practice. Tate is committed to maintaining free entry for audiences to our collections. We see access to art for everyone as a universal human right and we see our galleries as sites of creative learning. We want to champion the importance of making art and encourage people to explore the many ways in which art is created and develop their own creative potential.

We want to welcome audiences that better reflect the towns and cities in our nation and attract a diverse international public. Our reach is already powerful. We intend to increase its impact across society, with art that resonates around the world.

Everyone who works at Tate has a role to play in achieving these goals. We offer exciting work built around our love for art, and have a strong commitment to equality, diversity and inclusion, with the aim to have our workforce and audience as diverse as the communities we serve. And everything we do is only possible thanks to our fantastic colleagues, who really know their stuff, support each other and want to do the best for our audiences.

We hope you will consider joining our team.

You can find further information about Tate on our website: www.tate.org.uk.

About the role

To secure innovative corporate partnerships for Tate that deliver significant strategic and financial value. Proactively identify and cultivate potential corporate prospects and devise new partnership opportunities in close consultation with Head of Corporate Partnerships, Senior New Corporate Partnerships Manager and other Tate departments. This will entail leading on new business pitches, the creation of partnership proposals, and the negotiation of final terms.

This role will specifically lead on shaping and securing corporate partnerships with local and global brands that drive income to Tate through association with Tate's brand, collection and galleries. These partnerships may extend to marketing campaigns, drive direct revenue, licensing partnerships, provide beneficial brand alignment or secure innovative partnerships which work towards Tate's charitable mission.

About your team

We deliver multi-faceted and innovative partnerships in support of Tate's vital work. From supporting our exhibitions and collection, to research and learning programmes, to globally-reaching digital activations, we collaborate with colleagues across the organisation to deliver exciting projects.

This is an opportunity to fundraise for Tate's mission to make art accessible for all. Our corporate partnerships help drive Tate into the future, supporting inspiring programme and ground-breaking projects in world-renowned galleries, and alongside a passionate team.

We strive for inclusive working practices and spaces that reflect the communities in which we're located, ensuring opportunities are accessible and all voices are heard to contribute to our future. In this team you will be encouraged to contribute your ideas, realise your potential, and enjoy the experience of working at Tate. We actively encourage applications from underrepresented groups to apply, in particular those from ethnic minorities and disabled candidates.

What you will gain

Motivated, and skilled people are key to our continued success, and we want everyone at Tate to have the opportunity to develop and thrive. In this team, you will be encouraged to contribute your ideas, realise your potential, and learn new skills and knowledge.

What you will do (Main Duties and Responsibilities)

Business Development:

- Work closely with the Senior New Corporate Partnerships Manager and the Head of Corporate Partnerships to agree priority projects.
- Work with internal teams across Tate to ideate and deliver innovative corporate partnerships.
- Work closely with Tate's Marketing team to identify corporate partnerships which can provide marketing partnership opportunities.

- Lead on the successful realisation of support for Tate through tiered licensing partnerships, working closely with Corporate Partnerships colleagues and the Licensing and Merchandising Team based in Tate Enterprises.
- Work closely with the Licensing and Merchandising team to identify opportunities to maximise prospective and existing licensing partnerships to maximise their support of Tate and enable a greater degree of visibility.
- Contribute to the Corporate Partnerships team's annual income target
- Create a diverse and robust prospect portfolio by proactively and effectively identifying, segmenting and prioritising potential prospects, fully utilising the Development database (Raisers Edge).
- Work closely with the New Corporate Partnerships Officer in their work on research into sectors, prospects and corporations for approach.
- Lead on delivering effective due diligence ensuring that all of Tate's corporate relationships are reviewed in line with Tate's Ethics and Donations policies.
- Create compelling proposals and communicate partnership benefits effectively and persuasively to prospective partners through meetings, face-to-face presentations and written documents.
- Create detailed partnership budgets for proposals enabling Tate to plan effectively and robustly.
- Ensure the seamless handover of new Corporate Partnerships to the Corporate Partnerships Account Teams for onboarding.
- Attend networking and cultivation events at Tate and elsewhere, including trade fairs as appropriate.

Collaborative Working:

- Work across Tate to influence change and achieve objectives for Tate as a whole.
- Represent Tate and Tate Corporate Partnerships, championing its values and activity and protecting its brand and reputation, at internal and external meetings.
- Instigate and manage effective high level client presentations, meetings, site visits and promotional and cultivation events.
- Work closely and creatively with other departments within Development and Tate, including Curatorial, Learning, Marketing, Press and Retail, to devise new industry-leading partnership ideas and approaches.
- Attend the cross-Tate Collaborative Partnerships Meeting, working with colleagues across the organisation to ensure that the strategy for partnerships across Tate is cohesive and that all approaches support key Tate priorities.
- Work collaboratively with Tate Enterprises, especially Tate Events and Corporate Membership, Tate Licensing and Tate Publishing to ensure all corporate approaches are maximised and co-ordinated across Tate.

What you will bring to the team

- Successful track record of securing a diverse range of high-level corporate partnerships through all stages of the process, from research and cultivation through to pitching, negotiation and contract.
- Ability to identify, develop and secure new brand-led partnerships.

- Outstanding influencing, presentation, and written skills in all communications to internal and external stakeholders.
- Demonstrable ability to identify opportunities and compile and present often complex data within compelling partnership proposals with excellent numeracy skills and the ability to create accurate budgets.
- Ability to work flexibly, positively, and creatively to achieve demanding targets.
- High level of personal effectiveness and project management skills, with the ability to prioritise and deliver quality work to deadlines.
- Commercial acumen with excellent numeracy skills and ability to create accurate budgets.
- Proven ability to apply judgment and discretion to complex situations.
- Entrepreneurial approach, with experience of leading robust, agile discussions internally with colleagues and with external stakeholders.
- Collaborative approach to team working, encouraging, and supporting others' development and contribution.
- Collaborative approach to leadership, being aware of own strengths whilst acknowledging and encouraging the strengths of others, often working through others to achieve results.
- High degree of computer literacy – knowledge of Windows-based applications, and an ability to use Word, Excel, Outlook and internet applications.
- Experience of using Customer Relationship Management (CRM) or sales databases to record and manage data and the ability to ensure best use of CRM systems
- Experience of creating a working environment that encourages equality, diversity and inclusion, and the ability to create an inclusive, respectful culture within a team.
- An interest in and commitment to the work of Tate.

The requirements listed here are guidelines, not hard and fast rules. You don't have to satisfy every requirement and we welcome candidates who bring transferable skills. Applying gives you the opportunity to be considered.

Tate for all

Diversity and Inclusion

Our jobs are like our galleries, open to all.

Our aim is to become a truly inclusive organisation with a workforce and audience as diverse as the communities we serve. This is fundamental to Tate's future success and our ability to continue to contribute to culture and society in the UK.

We want our workforce to be more representative of all sections of society at all levels in the organisation. The range of perspectives and experience diversity brings is an asset to our organisation and we want to create an inclusive, welcoming environment for visitors, artists and all those who work at Tate. Tate expects all employees to contribute to this aim as part of their role. More information about diversity and inclusion at Tate can be found on our [website](#).

Our Values

- **Open:** we're welcoming, generous-spirited and inquisitive, with an open-source attitude that thrives on collaboration.
- **Bold:** we have the courage of our convictions, we're willing to take imaginative risks: we aren't afraid of failure - so long as we learn from it.
- **Rigorous:** we'll win people's trust if we're accountable for our actions and excellence underpins everything we do.
- **Kind:** we value and respect each other, our partners, and our visitors, striving to make every encounter memorable and enriching.

Benefits

- Birthdays off each year
- 25 days leave per year
- A pension scheme with generous employer contributions
- Life Assurance and Income Protection for DC scheme members
- Interest-free Season Ticket Loan
- Cycle to Work scheme – enabling you to buy a bike in a tax efficient way, for travelling to and from work
- Rental deposit scheme – an interest free advance to help towards the cost of a deposit for privately rented accommodation
- Subsidised staff catering arrangements and discounts in the Tate Restaurants and Cafes.
- Access to Tate Benefits which offers access to discounts in high street stores.
- Access to a 24/7 Employee Assistance Programme to support you with any work, personal or family issues. This includes telephone-based support, as well as comprehensive online resources
- Free entry to paying exhibitions at Tate Galleries. Opportunities for family and friends to visit the major exhibitions out-of-hours
- Discounts on items purchased in the Tate shops
- Free access to a number of other galleries and museums throughout the UK on production of a valid staff pass
- Free access to other galleries and museums abroad through the International Council of Museums (ICOM) membership

Safer Recruitment

Tate is committed to providing a safe environment for all those who work at Tate and all those who come into contact with Tate as visitors to the galleries, as participants in Tate activities, and online. The safe recruitment of all those who undertake work on behalf of Tate is the first step to ensuring that we are fulfilling this commitment.

All positions at Tate are offered subject to the following conditions:

- Receipt of satisfactory references covering the last 3 years of your employment or education.
- Health clearance
- A satisfactory Disclosure Check.
- Proof that you are legally entitled to work in the UK

You can find out more information about our pre-employment checks and what they mean for you in our 'Guidance Notes for Applicants' document.

How to apply

Our opportunities are open for you to apply online. Please visit:

www.tate.org.uk/about/workingattate/ to create an account by registering your details or, if you are an existing user, log into your account.

For all opportunities we ask candidates to complete an online application form for the vacancy they are interested in. If you need an application form in an alternative format please call us on 020 7887 4997. Once you have submitted your application you can keep track of its progress by logging into your account.

The closing date for the submission of completed application forms is 7 April 2024 by midnight.

Where vacancies attract large volumes of applicants, we reserve the right to close this vacancy early. Therefore, if you are interested, please try to submit your application as early as possible.

