



Job description

Job title	Corporate Partnerships Account Manager
Department	Development
Contract	Fixed-term (until June 2025)
Salary	£33,106 per annum
Hours	Full-time, 36 hours per week
Location	Tate Britain, Millbank, London
Reporting to	Senior Corporate Partnerships Account Manager
Responsible for	Corporate Partnerships Account Officers

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, Tate St Ives, Tate Britain, Tate Modern, Tate Liverpool and Tate St Ives), our digital platforms and collaborations with our national and international partners. At the heart of Tate is our collection of art, which includes British art from the 16th century to the present day, and international modern art from 1900 to the present day.

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

About the role

To work as part of an Account Team to proactively and effectively account manage a portfolio of Tate's Corporate Partnerships, ensuring strategic growth, comprehensive integration throughout Tate and exceptional delivery across all partnership elements.

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; to help drive Tate into the future, working with inspiring content and ground-breaking projects, in amazing spaces, 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 do

Account management of high value partnerships

- Lead on the complex account management of a portfolio of Corporate Partners whose cumulative support to Tate equates to 1.5 to 2.5 million GBP per year; approximately 4-6 clients.
- Accountable for long term strategy and stewardship for each Corporate Partnership
- Accountable for the efficient and complete delivery of the Corporate Partnership in consultation with, Curatorial, Marketing, Press and Digital, with guidance and support from the Head of Corporate Partnerships.
- Manage the financial allocations and oversee the invoicing procedures for each Corporate Partnership.
- Work with the Corporate Partnerships Account Officers to deliver the benefits and activations for Corporate Partners within Tate and at corporate partner's offices within London, the regions and internationally, including working with Curatorial, Marketing, Press, Digital, Tate Events & Corporate Membership, Tate Eats, Tate Commerce, artist educators and Art Experts.
- Ensure account activity is recorded, monitored, and followed up using Tate's relationship databases.
- Attend out of hours events as required, supporting the wider Development Team on event programme delivery.

Senior level and collaborative working:

- Manage relationships and strategically steward internal and external senior level stakeholders including Tate Directors and CEOs/Senior Directors.
- Work across Tate to influence change and achieve objectives for Tate as a whole.
- Oversee the internal project management of the Corporate Partnership, including participating in steering group meetings; managing partnership delivery; working closely with Marketing and Press; and writing internal communications for all relevant departments. This includes drafting correspondence at director level and writing briefing notes for Directors, Curators, and others.
- Represent the Corporate Partnerships Team and the interests of our Corporate Partners at internal meetings.
- Represent Tate, championing its brand and reputation, at external meetings
- Instigate and manage high level client presentations, strategy and introductory meetings, client site visits, partnership renewal meetings and promotional and cultivation events.
- Exceptional upward management of senior Tate teams to ensure smooth delivery of Corporate Partner's benefit delivery.

Prospect cultivation and negotiation

- Successfully manage and develop relationships with all clients within portfolio to ensure the Corporate Partners remain fully engaged with and committed to Tate on a long-term basis.
- Identify Corporate Partners within your portfolio with the capacity to be repeat funders and devise and implement a strategic approach to secure their future business.
- Strategically lead on partnership expansions and renewal negotiations for clients within portfolio, driving renewal within 24 months with support from the Head of Corporate Partnerships and Senior Corporate Partnerships Account Manager, in alignment with senior Tate stakeholders.
- Support the activity of the Senior Corporate Partnerships Business Development Manager and Corporate Partnerships Business Development Officer in cultivating new prospects by participating in group brainstorms and supplying independent creative thoughts for new partnership opportunities.
- Take on conclusion of strategic negotiations with Senior Corporate Partnerships Business Development Manager to finalise new Corporate Partnerships to add to your portfolio.
- Negotiate and liaise on bespoke and complex partnership agreements and grants, in addition to navigating global corporate support mechanisms – working with both Tate's Legal and Financial Team and the Corporate Partner's respective teams.
- Work closely with the Senior Corporate Partnerships Account Manager, Head of Corporate Partnerships, and Director of Development to identify and harness opportunities where broader support can be secured in line with Tate's vision.

Management Responsibilities

- Work with all the Corporate Partnership Account Officers and Corporate Partnerships Team Administrator to strategically deliver each corporate partnership including: print and signage approval, development of employee benefits, agreement of promotions, and delivery of event benefits, working with Curatorial, Marketing, Press, Digital, Corporate Membership and Events team and Tate Entertaining.
- Provide effective leadership and line management for two Corporate Partnerships Account Officers.
- Lead on internal projects supporting the wider strategy and success of the Corporate Partnership team.
- Work closely with the Head of Corporate Partnerships, Senior Corporate Partnerships Account Manager and Senior Corporate Partnerships Business Development Manager in the training and motivation of the team at all levels to encourage continual professional development.
- Contribute to the relationship management of the Corporate Partnerships Team including the development of corporate partners as potential hospitality clients and Tate Entertaining clients.
- Provide regular updates to wider Tate, including the Development Department on partnership activations, priorities, significant moments.

What you will bring to the team

There is no singular route into our team, nor is there a singular type of person we are looking to join us. We are a team of passionate, committed individuals, who thrive on collaboration and communication, looking for a team-member who can bring new skills, experience, and insights to our ways of working. We'd like you to bring the following attributes to the role:

- Significant experience of account management and delivery at a significant level on an on-going basis, ideally within a marketing, PR, charity, or arts environment and across different industries and cultural backgrounds.
- Excellent organisational and project management skills, with the ability to manage a busy workload and meet agreed deadlines.
- Proven ability to strategically plan, implement and evaluate programmes.
- Proven ability to make things happen, create a vision to bring about change and influence the behaviour of others.
- Proven track record of negotiating high-value cash and in-kind partnerships or experience in negotiation and sales in a fast paced and pressurised environment.
- High level of personal gravitas when working with key stakeholders.
- High level of personal effectiveness, ability to prioritise and deliver quality work to deadlines.
- Proven ability to apply judgment and discretion to complex situations.
- Collaborative approach to team working, encouraging and supporting others' development and contribution.
- Ability to work flexibly, positively and creatively to achieve demanding targets.
- Collaborative approach to leadership, being aware of own strengths whilst acknowledging and encouraging the strengths of peers, often working through others to achieve results.
- Outstanding written communication skills and attention to detail.
- Experienced at demonstrating the impact of a partnership and communicating this effectively through both face-to-face presentation and written copy.
- Excellent interpersonal and high-level, engaging communication style.
- High degree of computer literacy – knowledge of Windows-based applications, Outlook, and Internet applications.
- Experience of using Customer Relationship Management (CRM) databases to record and manage supporter data and the ability to ensure best use of CRM systems within your teams.
- Experience of creating a working environment that encourages equality, diversity and inclusion, and the ability to encourage an inclusive, respectful culture within a team.
- An interest in and commitment to the work of Tate.

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](#).

Benefits

- 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.

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 Tuesday, 25 January 2022 by midnight. Interviews will be held on w/c 7 February 2022.

