Job Description

POST:	Partnerships Manager
REPORTS TO:	Head of Income Generation

Level: Manager

- Core member of the income generation team, responsible for contributing towards the achievement of collective objectives and goals through proactive partnership building and effective relationship management.

Purpose of role:

- To contribute to the success of Fight for Peace by:
  - securing funding for priority activities
  - identifying and building strong partner relationships
  - supporting the wider team and other organisational aims and objectives, as needed.

KEY RESULT AREAS	MEASURES OF SUCCESS
Fundraising and relationship management • Manage a portfolio of prospect and supporter relationships, applying a relationship-based approach to maximise opportunities for income generation. • Identify and qualify new prospects, focusing on companies, corporate foundations and individuals associated with these organisations. • Identify and attend appropriate networking events to widen the prospect and donor audience for FFP. • Liaise with internal teams throughout the partnership building process to ensure any proposed activities and commitments are appropriate and deliverable. • Lead on engagement and stewardship activity for corporates and other partners, organising visits and coordinating regular updates produced in conjunction with the communications team. • Achieve personal and contribute to team income targets and other KPIs, as agreed with the Head of Income Generation. • Record all research, communications and other relevant activity efficiently and compliantly on FFP's systems. • Support the wider team in other fundraising, as required.	• Agreed objectives and KPIs are achieved. • Proposals are agreed with delivery team/s. • Regular and effective communication with teams across the organisation. • All activities are in accordance with FFP's values, policies and codes of conduct, and are legally compliant.

Strategy, sector knowledge, and compliance • Lead on creating, updating and delivering a strategy for corporate partnerships. • Support the Head of Income Generation to revise and implement the wider fundraising strategy and team processes and procedures. • Actively maintain awareness of trends and developments in the sector, sharing learnings as appropriate. • Ensure that activities are compliant with the requirements of the Charity Commission, Fundraising Regulator and other relevant legislation and guidance, including but not limited to GDPR and safeguarding.	• The overall strategy and its financial targets are successfully implemented and delivered. • Sector trends are known and acted upon, as relevant. • There are no complaints or breaches of legislation.
Personal development • Attend regular meetings with the Head of Income Generation, prepare appropriately and carry out follow-up actions as required. • Take responsibility for identifying personal development needs and maximising opportunities. • Actively contribute to appraisal and / or 360-degree feedback activity.	• Attendance is regular and contribution is active and effective. • Seeks feedback, attends training and development and is proactive in self-development. • Completion of appraisal / 360-degree feedback to time.
Management of self • Maintenance of industry & professional knowledge, time management, strong advocate and representative of the organisation. • Adheres to all safeguarding training behaviours and expectations, maintaining professional boundaries. • A commitment to and a working understanding of equality and diversity, with the motivation and ability to challenge non-inclusive and discriminatory behaviour.	• Effective within role: keeping up-to-date, committed to learning, well organised, excellent communication through all media, being a role model. • Keeps up to date with safeguarding knowledge and seeks advice when needed. • Keeps up to date with equality and diversity knowledge and seeks advice when needed.
This job description is not exhaustive and the post-holder is expected to support its evolution to meet the needs of FFP.	

Person Specification

KNOWLEDGE, SKILLS & EXPERIENCE:

Skills and experience

Essential:

- Excellent verbal and written communication skills, with the ability to communicate clearly and creatively, and to adapt to suit the audience and situation.
- Experience of identifying, initiating and managing partnerships, ideally for charitable funding.

Desirable:

- Experience of securing funding for a charity.
- Experience of the youth or sports sectors.

Attributes

- Proactive self-starter, ability to use own initiative to drive work.
- Collaborative team player.
- Excellent organisational and administrative skills, with close attention to detail.
- Ability to build and maintain strong and mutually-beneficial relationships with a range of internal and external stakeholders.
- A commitment to professional development and a strong interest in developing a career in fundraising/relationship management.
- A willingness to try new things and support the development of others and the wider organisation.
- Ethical and values-led.

Updated November 2026.

Salary will be £37,080 to £40,578 depending on skills and experience. Hybrid working with expectation of attendance at the Academy and / or at prospect meetings at least twice a week.

Application deadline 9am Monday 7th December, first round interviews (online) on Thursday 10th December.

Partnerships Manager
Fight for Peace
Newham, Greater London (Hybrid)
£37,080 - £40,578 per year, depending on skills and experience
Full-time
Permanent

Job description

Fight for Peace uses boxing and martial arts, combined with education and personal development, to realise the potential of young people in communities affected by crime and violence.

It began in 2000 in Rio de Janeiro's Maré favela, where a small gym offered young people a safe, inspiring space to build discipline, resilience and ambition. In 2007 that vision came to London, with our Academy opening in Newham. As an official Sport England System Partner, we have since championed over 20,000 young people. To keep this work thriving, we are looking for someone to build the partnerships that sustain it.

Behind every young champion is a team. Join ours.

The Main Event: Your Role

As **Partnerships Manager**, you'll be a core member of our Income Generation team, securing funding for our priority activities and building the strong partner relationships that make our work possible. You'll report to the Head of Income Generation and work closely with colleagues across the organisation, including our delivery and communications teams.

You will:

- Manage a portfolio of prospect and supporter relationships, using a relationship-based approach to maximise income generation opportunities
- Identify and qualify new prospects, focusing on companies, corporate foundations and the individuals associated with them
- Find and attend the right networking events to widen Fight for Peace's prospect and donor audience
- Lead on creating, updating and delivering our strategy for corporate partnerships
- Lead engagement and stewardship for corporates and other partners, organising visits to the Academy and coordinating regular updates with our communications team
- Work with internal teams to make sure every proposed activity and commitment is appropriate and deliverable
- Achieve your personal income targets and contribute to team targets and KPIs, as agreed with the Head of Income Generation
- Support the Head of Income Generation to revise and implement the wider fundraising strategy, processes and procedures
- Keep up to date with sector trends and share what you learn
- Make sure all activity complies with Charity Commission and Fundraising Regulator requirements, GDPR and safeguarding, and is recorded accurately on our systems

- Support the wider team with other fundraising as needed

We work hybrid, with an expectation that you'll be at the Academy and/or at prospect meetings at least twice a week. There is no better way to represent our work than seeing it first hand.

No Gloves Required - but here's what you'll need for the fight:

- Excellent verbal and written communication skills, with the ability to communicate clearly and creatively and adapt to suit the audience and situation
- Experience of identifying, initiating and managing partnerships, ideally for charitable funding
- A proactive self-starter who uses their own initiative to drive work forward
- A collaborative team player
- Excellent organisational and administrative skills, with close attention to detail
- The ability to build and maintain strong, mutually beneficial relationships with a range of internal and external stakeholders
- A commitment to professional development and a strong interest in developing a career in fundraising and relationship management
- A willingness to try new things and to support the development of others and the wider organisation
- An ethical, values-led approach, with a commitment to equality and diversity and the motivation to challenge non-inclusive behaviour
- A commitment to safeguarding and to maintaining professional boundaries

Extra Points on the Scorecard:

- Experience of securing funding for a charity
- Experience of the youth or sports sectors

The Fight for Peace Approach:

Every young person who walks through our doors benefits from our Five Pillar methodology:

- Boxing and martial arts
- Education through accredited sports qualifications
- Employability support
- Youth leadership opportunities
- Mentoring and mental health support services

Our Impact:

At our Academy in Newham:

- 1,500+ young members access the Academy every year
- 20,600+ attendances at the Academy in a year
- 228+ young people supported into employment and education

Beyond the Academy:

- 10,350 young people reached nationwide since 2025, by strengthening youth practitioners through our Life Champions course
- 60+ grassroots and national partners united through our Newham Youth Partnership
- 225+ organisations trained internationally in our methodology

Newham is London's most youthful borough, and also one of its most unequal. Young people need Fight for Peace now more than ever. Your work will help make sure they get it.

Our Five Values, and what they mean for you:

01 Embracing. We believe in a society without exclusion. Everybody is welcome at Fight for Peace. You'll be part of a team that values different backgrounds and experiences, and you'll help us bring in partners who share that belief.

02 Solidarity. We work together in unity across our staff, young people and community. As part of the Income Generation team, you'll work hand in hand with colleagues in delivery, communications and beyond, so that every partnership is built on what we can truly deliver.

03 Champion. We dedicate ourselves to being the best we can be in everything we do. We'll support your professional development, and we expect you to bring ambition to your work and a drive to keep learning.

04 Inspiring. We aim to inspire those around us and be inspired by them. You'll spend time at the Academy, and you'll see why partners fall in love with this work. Your job is to bring them into it.

05 Courage. We work where there is need, and we are proud to stand up for peace. Whether you're approaching a new prospect or trying a new way of working, we want you to be bold.

What we offer:

- 30 days' annual leave, plus UK bank holidays
- Pension, with employer contributions of 3%
- Free use of our well-equipped gym
- Employee Assistance Programme, with confidential, comprehensive support for your wellbeing

Our Commitment to Safeguarding, Equality, Diversity and Inclusion:

Fight for Peace is committed to safeguarding the welfare of the children, young people and adults at risk that the organisation works with. We are committed to equality and inclusive practice. Fight for Peace actively promotes equality of opportunity for all and welcomes applications from a wide range of prospective employees and participants, including those with relevant lived experience, a history of offending or with criminal records.

Fight for Peace will only ask an individual to provide details of sensitive information, including convictions and cautions, that it is legally entitled to know about. Most of our staff and volunteers will be in Positions of Trust and a Disclosure and Barring Service (DBS) check must be completed by anyone who meets the government's definition of 'Regulated Activity' or 'Regular Activity' within our activities and services. We do not want this to be a barrier to those who have the potential to add great value to the work we do.

All information disclosed for the purposes of employment will be used for the sole purpose of assessing whether an individual is suitable and appropriate to work with our members and/or if any specific arrangements around supervision and support might be required. All information gathered as part of our recruitment processes will be treated sensitively and equitably, with confidentiality strictly maintained.

Right to work in the UK is essential.

The Use of AI

We understand the benefits of using AI in work. However, if you are thinking of using AI to support your application, we ask you to think carefully about what value it adds. AI tools tend to lack the personal touch and authenticity we value in candidates. Therefore, we encourage you to showcase your unique knowledge and skills using your own voice.

How to apply:

Application deadline: **9am, Monday 7th December**
First round interviews (online): **Thursday 10th December**
Please submit your CV and a covering letter explaining how your skills, experience and personal qualities meet the requirements of the job description and person specification.

Applications should be sent to **jobs@fightforpeace.net**. Mark the subject line "**PartnershipsManager**"

Ready to step into the ring with us? We'd love to hear from you.