



Senior Private Sector Partnerships Specialist

November 2024

About ActionAid

ActionAid UK is a member of the ActionAid Federation, an international charity that works with women and girls living in poverty. As part of the ActionAid Federation, we work with women and girls, our partners, and dedicated staff in 43 countries to end violence and fight poverty so that all women, everywhere, can create the future they want.

Our Vision

A just, equitable and sustainable world in which every person enjoys the right to a life of dignity, freedom from poverty and all forms of oppression.

Our Mission

To achieve social justice, gender equality, and poverty eradication by working with people living in poverty and exclusion, their communities, people's organisations, activists, social movements and supporters.

Our Approach

Our human rights-based approach aims to ensure that people are drivers of their own change and able to claim the rights they are entitled to. We focus on women and girls because the denial of their rights is a grave injustice and one of the underlying causes of poverty worldwide.

By working directly with communities, women's movements, groups and networks, social movements and other allies, we aim to tackle the structural causes and consequences of poverty and injustice.



The Role

Role:	Senior Private Sector Partnerships Specialist
Reports to:	Head of Trusts and Global Markets
Location:	London/Chard, Somerset, UK
Salary:	Band D (Up to £49,267)
Tenure:	Fixed-Term 1 year

Purpose of the Role

To work as part of the Trusts and Global Markets Team / Philanthropy and Partnerships team on strategic programmatic partnerships with businesses that are committed to positively addressing gendered human rights and environmental issues and ensuring dignified and sustainable livelihoods in their supply chains. This role will focus on developing and securing live opportunities in the tea and related agricultural supply chains. The aim will support the consolidation of a recent growth phase and lay the foundations for further growth.



Key Accountabilities and Deliverables

Strategic Development

- Work alongside colleagues in proposal development and connect with experts in gender, human rights and sustainability in private sector supply chains to develop proposals which align to ActionAid's feminist leadership principles and humanitarian signature and the objectives of private sector partners.
- Facilitate and coordinating conversations between Private Sector Partners and programme colleagues to co-create programmes that put ActionAid's objectives at their heart but also meet funder ambitions.
- Identify opportunities to increase the reputation of ActionAid as a private sector partner across civil society, business and sustainability forums
- Support the identification of areas of work and activity (such as advocacy) in which ActionAid could create innovative, holistic and meaningful engagement with private sector partners.
- Develop a deep personal understanding of trends, strategies and regulatory changes impacting the private sector with regards to gender, human rights and sustainability in supply chains
- Contribute knowledge and experience of private sector partnerships to development of organisational, funding and related strategies in the UK and across the federation.
- Assist in building and embedding a culture where private sector partnerships can thrive.

Operational Management

- Lead on the day-to-day relationship management of ActionAid UK's fundraising partnerships with private sector partners, supported in grant management by colleagues in the wider team.
- Inspire prospective partners to engage with and support ActionAid's work on human rights, gender equity and sustainability in supply chains through networking, meetings, presentations, and well targeted funding applications.
- Seek and identify innovative and creative opportunities to deepen and broaden relationships with prospective corporate partners, through ActionAid events or accompanying corporate representatives on overseas trips to visit ActionAid's work.
- Keep up to date records on Partner relationships, KPIs and management information in line with relevant regulation and policy.
- Commit to taking a Digital first approach to fundraising ways of working.
- Work to support our Every Supporter Matters ethos, ensuring that individual supporters' needs are fully considered in every communication and contact point.

Team Working

- Work with the Trusts and Global Markets / Philanthropy and Partnerships team to ensure that AAUK's Co-CEO, ELT and senior managers understand and are appropriately involved with the work.
- Engage with and demonstrate commitment to AAUK's mission, vision, values and strategic aims, and ['My Feminist Behaviours'](#) (including adherence to our Code of Conduct).



- Attend regular team meetings, contributing to the annual and wider planning process and to represent the team at internal meetings, away days, external events and staff briefings.
- Work collaboratively with other departments across the organisation to identify additional opportunities for the private sector to contribute to our work.
- Work closely with other teams within fundraising, including Philanthropy, Events & Communities, and Strategic Funding and Insight to effectively mobilise resources across the federation especially during a red alert emergency.
- Commit to and embed ActionAid's anti-racism, feminist and decolonisation principles in your work and contribute to team, department and organisational efforts to further this journey.
- To undertake any other duties appropriate to the level in accordance to agreed procedures and guidelines.
- Proactively engage with the performance development approach, taking responsibility for seeking appropriate development opportunities and taking part in learning.

Key Relationships

- INTERNAL: ELT, P&P, Advocacy and Influencing, Global Secretariat, Federation Members
- EXTERNAL: Ethical trade, human rights and responsible business specialists and senior decision makers within the private sector, industry associations and business lobby groups.



Candidate Profile

Essential

- Experience of securing six and seven -figure+ corporate-charity partnerships, ideally within the international development sector
- Understanding of business-charity partnerships within an international development context
- In-depth knowledge of trends in private sector sustainability and ESG objectives, with a specific focus on gender and human rights.
- Awareness of global sustainability trends and how ActionAid and/or corporate partnerships can respond to these in our engagement approach
- An understanding of how fundraising, programmes and advocacy inter-relate and can support each other to further ActionAid's work
- Experience of negotiating complex high value contracts with private sector partners that enable partnership and collaboration whilst protecting the charity's interests.
- Entrepreneurial, innovative, ambitious and target driven
- Open to, new practices, concepts, ideas and change and to continuously improvement.
- The ability to work co-operatively and flexibly with others, both within and outside the organisation, demonstrating an understanding of effective team working and partnerships.
- Experience of successfully building rapport with individuals to develop relationships with donors, especially those at a senior level in the business world.
- A proven ability to articulate complex issues in a compelling and persuasive manner and to present a pitch with confidence, leading to funds and relationships being secured.
- Polished writing skills, with experience of adapting the style of writing to a range of different communications.
- Strong negotiating and influencing skills and the ability to 'close the deal'.
- Excellent networking and influencing skills, both internal and external.
- Commitment to ActionAid's vision, mission and values, including a commitment to feminist principles, safeguarding, and working in an organisation committed to working for the rights of women and girls.
- Commitment to ActionAid's values of Equality, Diversity & Inclusion and upholding the values of becoming an anti-racist decolonised International Non Governmental Organisation (INGO).
- ActionAid UK is committed to preventing any form of sexual harassment, exploitation, and abuse (including child abuse and adult at-risk abuse) and responding robustly when these harms take place. We expect all ActionAid UK Staff and ActionAid UK Associated Personnel to share this commitment.
- Commitment to continually improving your digital skills and knowledge within the working environment.
- Willingness to travel to high-risk countries
- Willingness to work on programmes addressing serious human rights abuses including gender-based violence



Desirable

- Experience of working for an International Non Governmental Organisation (INGO)
- Experience of having worked within the private sector in a sustainability/ESG team
- Experience of living and working in the Global South
- Understanding of CRM databases.

How to Apply

All correspondence, at this stage, should be directly with ActionAid. To apply for this post, click on the “Apply” button on the [job advert page](#), complete the online application form.

Timeline

Closing Date: 19 November 2024

Equality Statement

Equality and diversity are at the core of ActionAid’s values. Staff are expected to work collectively and individually to promote a constructive and sensitive approach to others from a variety of backgrounds, where the work of others is valued and respected.