

Royal Society for Public Health

Job Title: Senior Partnerships Manager

Job Description

Responsible to:	Director of Membership & Educational Services
Hours of work:	Full time (35 hours per week), two-year fixed term contract
Location:	John Snow House, 59 Mansell Street, London E1 8AN. Hybrid working with expectation of one day a week in the office.
Salary:	£45,000 - 50,000 p/a

About the role

Good health is essential for people and communities to thrive; it is the foundation of a happy and prosperous society. For more than 150 years it has been our mission to improve and protect the health of the public by addressing the factors that determine it. We are recruiting to this exciting and challenging Senior Partnerships role to work with us to build meaningful relationships with organisations that align with our aims and objectives.

This is a new role that will work across the RSPH to maximise our membership, education, accreditation, research and policy offers, understanding our brand and value propositions to generate new business opportunities and support income growth. It will ideally suit a proactive, enthusiastic, and experienced candidate who is excited about the opportunity to join us during a period of growth and expansion for the charity.

Role and responsibilities

1. New business development

- Research, identify, and secure new business and corporate partnerships, managing the end-to-end process from pitch to contract.
- Set up and attend new business meetings, supporting the development of tenders and proposals.
- Manage and track projects through existing CRM systems keeping accurate records and sharing knowledge across teams.
- Identify opportunities to diversify our offers, develop client relationships and maximise our value.

2. Relationship management

- Lead on the development and management of agreements with partners.
- Act as the main point of contact for existing partners, nurturing relationships to maximise impact and income.
- Work across the organisation to identify opportunities to collaborate and scale our offers.

3. Strategic planning and delivery

- Cultivate and manage a portfolio of corporate partners to foster long-term partnerships, focusing on delivering excellent customer service and maximising income.
- Regularly review our pipeline and support the team to generate new leads across membership and education.
- Develop partnership strategies and annual plans, ensuring alignment with the charity's goals.
- Monitor and evaluate new business activity and provide regular updates to key internal teams.
- Monitor competitor activities to identify any gaps or opportunities for funding.

4. Marketing and systems

- Collaborate with the Policy and Communications teams on marketing initiatives, social media, blogs, news items, and other communications to raise the profile of our work.
- Work with the Membership & Educational Services team on the CRM system, enhancing our customer engagement and account management processes.

About you

We are looking for a proactive relationship developer. You might come from charity fundraising, corporate partnerships, business development, sales, or another relationship-led income role. What matters most is your ability to build trust, communicate impact, and turn relationships into sustainable support.

- Experience of fundraising or sales in the public sector or charitable organisations.
- Experience of building strong relationships with partners, funders, and commissioners.
- Experience of working across all levels of seniority and across different departments.
- Knowledge of CRM systems such as Dynamics or Salesforce.

In return we offer:

- 25 days annual leave
- Agile hybrid working structure – 9-day fortnight available
- Pension contributions

- BUPA Cash plan
- Cycle to Work Scheme
- Membership of the Royal Society for Public Health
- Access to public health knowledge and skills training courses and qualifications
- Organisational commitment to supporting the health and wellbeing of our employees
- Welcoming and friendly team of colleagues, and an active Health Champions programme

RSPH values and actively strives to have a diverse and inclusive workforce in a working environment free from discrimination. Please do let us know if you require any adjustment to allow you to participate in this recruitment process.

RSPH operates an agile working policy with some attendance at our London office according to business need.

Interviews will be held virtually on **w/c 1st June 2026**. If you are unable to attend, please indicate this on your application.

Deadline for applications: close of play Thursday 28th May