



King's Trust

YOUR NEW ROLE AT THE TRUST

JOB TITLE:	Government Partnerships Manager	PAY BAND:
FUNCTION:	Fundraising & Marketing	Support Delivering
THE TEAM:	The Government Partnerships function is formed of teams across central government, England, Scotland, NI, and Wales. Their core role is driving engagement, influencing, and developing partnerships with local and national government departments. In doing this, the team will secure over £10m+ of public sector income each year to improve the lives of young people.	Specialist/Managerial Technical Lead/Function Head Senior Leadership Team

WHERE YOU WILL FIT

Director of Delivery	Head of Government Partnerships - NI	Government Partnerships Manager
Director of Government Partnerships		

HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

The Government Partnerships Manager in Northern Ireland is a key role within our Government Partnerships team. You will report into the Head of Government Partnerships NI and manage a portfolio of fundraising relationships and opportunities (typically £300k+) to secure significant income for young people from public sector sources. Working closely with colleagues across Regional Delivery, Fundraising, and Leadership teams, you will ensure the income raised directly supports The King's Trust's place-based strategy, enabling us to reach young people who need our help most. You will also ensure that the voices and experiences of young people in Northern Ireland shape local and national government policy.

Alongside these responsibilities for securing and managing government partnerships, you will also provide short-term support to develop complementary philanthropic opportunities within Northern Ireland. This will include identifying and stewardship trust, foundation, or major donor supporters whose interest align with The King's Trust strategic priorities.

WHAT WILL YOU DO?

-  Responsibility for income secured from public sources, through solid and trusted relationships with key funders.
-  Take responsibility for delivering NI income targets by developing sustainable, multi-year partnerships that strengthen local opportunities for young people.
-  Develop new business opportunities to secure new partnerships and income.
-  Provide short-term support to develop complementary philanthropic opportunities within Northern Ireland, identifying and stewardship trust, foundation, or major donor supporters whose interests align with existing government-funded programmes.
-  Build relationships with new and existing senior volunteers including our NI Development Committee to advance prospect and donor relationships.
-  Support delivery of the NI Public Affairs plan, including engagement of NI & UK Government stakeholders to ensure the voice and needs of young people influence policy.
-  Work collaboratively with colleagues across fundraising and delivery to maximise our funders' impact on young people's lives.
-  Responsible for actively contributing to an equitable, diverse and inclusive workplace.

THE SKILLS YOU'LL BRING



All of the roles at The Trust are key to our success and there are certain skills we need to be successful. And while we will shortlist the most qualified people for the role, we ask everyone for a supporting statement. If you think you could do the role, but don't have all the desirable experience, we would still love to see an application from you.

WE REALLY NEED YOU TO HAVE THESE

Skills & Knowledge	Why do we need this?
An understanding of the NI & UK Government funding agendas.	You will build partnerships which align The King's Trust's strategic aims with those of the NI & UK Governments.
Exceptional people skills, and able to build relationships with a wide range of people.	To be able to work effectively and build relationships with multiple stakeholders, internal and externally and at all levels of seniority.
Excellent communication skills with experience of making and delivering presentations to diverse, high calibre audiences.	You will engage and influence key stakeholders both internally and externally through various methods of communication.
Excellent written skills and ability to develop detailed proposals and budgets.	You will develop briefing papers, proposals, and funding applications to potential partners.
An organised and strong project manager with the ability to use project plans, budgets, and other financial information.	You will manage several projects and priorities, including key accounts, funding applications and contracts, each with key milestones and deadlines.
Good understanding of government policy on skills development and employability.	You will build partnerships which align The King's Trust's strategic aims with those of the NI & UK Governments.
A strong understanding of the breadth of challenges young people face currently in our society / economy.	To be able to work with potential partners, explain the challenges young people face and how, with their support, we can help young people succeed.
Experience	Why do we need this?
Experience in a relevant fundraising, charity or sales and marketing environment.	You will secure income for The King's Trust as part of our Fundraising Team.
Experience of influencing stakeholders, funders, and colleagues.	You will work with a range of internal and external stakeholders to find common goals and shared objectives.
Deep knowledge, understanding and empathy of the current issues and barriers faced by young people across the UK.	We want you to care deeply about making a lasting change to young peoples' lives and understand the lifechanging role your team plays in supporting young people every day.

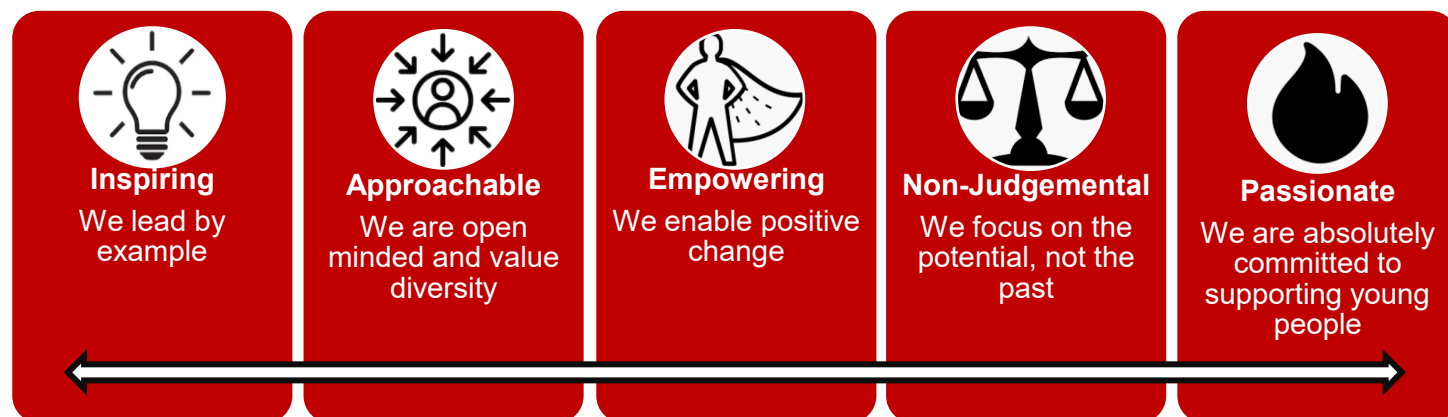
WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience of using databases, e-mail, internet, word-processing and spreadsheet packages, accurately and with good attention to detail.	A wide range of software and application are used daily within the team and for this role.
Experience of monitoring and managing income targets, re-forecasting, and budgeting.	You will be responsible for forecasting projecting income from a list of specified accounts to ensure that we can effectively plan our support to young people.
Experience of completing public sector procurement applications	You will secure income from Public Sector sources for our services to young people in Northern Ireland.
Experience of developing or supporting relationships with trusts, foundations, or major donors in a fundraising context.	To complement government-funded programmes and strengthen income opportunities that align with The King's Trust's strategic aims.
Skills & Knowledge	Why do we need this?
Strong account manager, able to increase support from key relationships to achieve defined income targets.	You will have a range of partnership accounts that you will be responsible for managing and developing.
An awareness and appreciation of the ethical decision making associated with fundraising and preserving the reputation of an organisation.	All fundraisers need to ensure that The King's Trust abides by its values and adhere to ethical fundraising processes determined by the charity.

WHAT DO WE EXPECT FROM YOU?

OUR VALUES

Our values are at the heart of everything we do – they articulate who we are and how we work together to achieve our aims to help young people.



Here at The King's Trust, we're committed to equality, diversity and inclusion. We want to be an organisation that's representative of the communities we serve, which is why we strive for diversity of age, gender identity, sexual orientation, physical or mental ability, ethnicity and perspective. Our goal is to create an environment where everyone, from any background, can be themselves and do the best work of their lives.

We're a Stonewall Diversity Champion and we are Disability Confident employer. Our staff, volunteers and young people are supported by KT CAN (our Cultural Awareness Network), KT GEN (Gender Equality Network), KT DAWN (Disability & Wellbeing Network) and PULSE (LGBTQIA+ Network). For more information, [click here](#).

OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works at a specialist/managerial level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
You inspire others through a passion for what we do You keep young people and our end goal in mind You build trust in others through reliability and holding self-accountable for success Resilient in the face of challenges, not taking constructive criticism personally You're authentic and bring unique talents to work, encouraging others to do the same You role model integrity and act according to our Values	You champion change initiatives and help others see the benefits and opportunities You take an entrepreneurial approach to improving how we do things You seek opportunities to enhance your own development and build expertise You role model a positive and constructive approach to giving & receiving feedback You support others in adapting to change	You're approachable, clear and assertive You cascade important and relevant information to others clearly and swiftly You treat people as individuals, tailoring communication and influencing style accordingly You communicate difficult messages and challenge others' thinking effectively You listen to and empathise with others to understand the root of situations before responding	You role model effective and mutually supportive teamwork with colleagues You manage the expectations of others, gaining buy-in where required You share knowledge and information You build and invest in relationships across The Trust You use awareness of how your own team fits within the wider organisation to find solutions	You translate The Trust's long-term vision and strategy into actionable plans & targets You take responsibility for making and implementing logical, data-based decisions You're flexible and responsive as priorities and requirements change You seek solutions and solve problems, empowering others to do the same

THE WELFARE OF OUR YOUNG PEOPLE

The King's Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. As part of this commitment, we undertake basic disclosure checks per the Codes of Practice for all roles within The Trust, and for our roles working directly with young people, at an enhanced level. Having a criminal record will not automatically exclude applicants.