

# Philanthropy & Partnerships Manager

## Job Description



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<b>Reports to:</b>	Head of Philanthropy and Partnerships
<b>Location:</b>	Hybrid – with one day a week at our shared London workspace. Postholder is also be expected to attend partner and other face to face meetings necessary for the role.
<b>Salary:</b>	£42,000 - £46,000 per annum
<b>Contract:</b>	Permanent
<b>Hours:</b>	35 hours a week. Some evening and weekend work as required.

### Job summary

**Role purpose:** To lead partnership development and fundraising initiatives to generate income through corporate partnerships and individual supporters, helping move closer to a malaria-free world.

This role offers an exciting opportunity to use your expertise in corporate fundraising to help achieve our bold mission: ending malaria for good. While driving income through strategic corporate partnerships will be your focus, you'll also expand your skills by growing individual giving and fundraising and, during the first six months, gain hands-on experience in trusts and foundations through maternity cover responsibilities.

You will be an exceptional communicator, with outstanding written and verbal skills and the ability to influence and build trust with senior stakeholders both internally and externally. Highly organised and detail-oriented, you will manage multiple priorities effectively while maintaining a strategic focus on income generation. You will be proactive, adaptable, and enthusiastic about working flexibly within a small, collaborative fundraising and partnerships team. You will bring creativity and confidence to developing compelling proposals, pitches, and engagement opportunities, alongside strong relationship management skills and a commitment to advancing Malaria No More UK's mission.

### About Malaria No More UK

We exist to end malaria, together. Malaria is preventable and treatable — yet a child still dies every minute from this disease. At Malaria No More UK (MNMUK), we refuse to accept this.

Through targeted influencing communications, bold partnerships and political advocacy, we mobilise the leadership, funding and innovation needed to end malaria in our lifetimes. We work to protect G7 ODA budgets for malaria and unlock new financing opportunities that accelerate progress toward a malaria-free world.

Our fundraising and business development efforts focus on foundations, philanthropic giving and corporate supporters, complemented by a small but committed group of individual donors. As we enter a new chapter in the malaria fight, we have exciting opportunities to secure support for campaigns that showcase breakthrough innovations in malaria prevention and treatment, highlight the economic benefits of ending the disease, and strengthen the efforts of partners leading the fight across Africa.

At a time of uncertainty for international development and malaria financing, this work has never been more vital. The future of the malaria fight is being shaped now — and with the right leadership, creativity and advocacy, we can secure the investment needed to end malaria in our lifetime, saving lives and unlocking billions in shared growth and prosperity.

## **Key role responsibilities**

### **Corporate Partnerships (primary focus of role)**

- Provide exceptional account management to strengthen corporate relationships, maximise income, and create opportunities for partners to engage with MNMUK's campaigns.
- Drive new business by identifying, researching and prioritising high-value strategically aligned partnerships, including with companies working on innovations in malaria prevention, diagnosis and treatment.
- Create compelling proposals and pitches to secure both restricted and unrestricted funding through grants / donations, commercial partnerships and staff engagement.
- Proactively attend events, conferences and new business meetings to identify and secure corporate funding opportunities for MNMUK, while supporting senior leadership in similar efforts.

### **Individual Giving and fundraising (secondary focus of role)**

- Lead individual giving and fundraising initiatives to generate unrestricted income.
- Ensure excellent donor stewardship by coordinating thank-you processes, delivering impact updates, and creating meaningful engagement opportunities.
- Develop and implement initiatives that enable individuals, including corporate staff, to actively support MNMUK's mission.

### **Trusts and Foundations (maternity cover – 6 months)**

- Support the management and stewardship of MNMUK's flagship funding partnership, including partnership administration, tracking and reporting, and co-ordinating the team on business development opportunities with a leading malaria funder.
- Research, identify, and prioritise relevant funding opportunities globally.
- Write compelling, tailored applications that clearly communicate MNMUK's impact.
- Maintain excellent relationships with grant managers and trustees, ensuring high-quality stewardship and reporting.

### **Planning, administration and reporting (ongoing)**

- Support the Head of Philanthropy and Partnerships by contributing to quarterly and annual planning and forecasting, and by providing accurate reports on partnership income.

- Project manage and co-ordinate input from colleagues across MNMUK and suppliers to deliver proposals, campaigns, and partnership initiatives effectively and on time.
- Administer funder relationships effectively, including using the Salesforce CRM database and work with colleagues in the operations team to make sure invoices are sent out on time and income is correctly recorded.
- Ensure all fundraising and partnership activities fall within relevant legal and best practice guidelines, and the interests of MNMUK are looked after, risks are mitigated and that contracts are in place where required.

## **General responsibilities (ongoing)**

- Contribute to the overall success of fundraising and partnerships within MNMUK.
- Be self-supporting in terms of administration, and as a member of a small staff team, be willing to contribute to the overall effectiveness of MNMUK.
- Represent the Philanthropy and Partnerships team in appropriate project teams, meetings and other events as directed.
- To undertake any other reasonable additional duties as required by MNMUK.

## **Qualifications, skills and experience**

### **Essential**

- Have secured and successfully managed income-generating partnerships with companies that have achieved outstanding results for a purpose driven mission.
- Have worked across the new business process including, successfully identifying, researching, and securing new business opportunities, developing partner / supporter offers and maintaining a pipeline of opportunities.
- Have excellent communication and interpersonal skills. You will be able to represent the charity and its campaigning role to external stakeholders through a range of communication channels and mechanisms including proposals, meetings and presentations.
- Financially literate and comfortable creating, tracking and reporting on income budgets for funding partnerships.
- Knowledge of relevant legal guidelines including data protection, Gift Aid, fundraising law, and other relevant compliance issues.
- Excellent computer literacy, including Outlook, Word, Excel and PowerPoint and experience using CRM databases.
- We are seeking individuals who are committed to fostering a workplace culture that embraces fairness, kindness and respect towards their colleagues.

### **Desirable**

- Have successfully raised funds through one or more areas relevant to the job description beyond corporate fundraising.
- Experience working with funders in the global health and / or economic development space.
- Strong understanding of key trends in relevant areas of fundraising, corporate social responsibility, and sustainability agendas.
- Confident using Salesforce CRM to track pipeline and new business activity, funder engagement and income.

## What We Offer

- The opportunity to lead fundraising activities, including with major global corporates, that will help end malaria – a global killer disease.
- A collaborative, creative and mission-driven team culture.
- Hybrid working.
- 10% employer pension contribution.
- 28 days holiday plus bank holidays and organisation-wide closure over the Christmas period to ensure everyone enjoys a meaningful break.
- Opportunities for learning and development.

Please note that applicants must have permission to live and work in the UK at time of applying. MNMUK will not be sponsoring work visas or relocation to the UK.

*This job description and person specification is a statement of requirements at the time of writing and is not contractual or exhaustive. It should not be seen as precluding future changes after appointment to this role and may be amended over time in consultation with your line manager.*

**MNMUK recognises the value of a team in which people from diverse backgrounds can introduce fresh ideas and contribute to delivering our mission to make Malaria No More.**

**Candidates from historically marginalised or underrepresented backgrounds are encouraged to apply.**

## To Apply

Please send your CV and a covering letter / statement detailing how you fit the role and why you want to work for us to: [recruitment@malarianomore.org.uk](mailto:recruitment@malarianomore.org.uk) .

**Closing Date: 23:59 Thursday 22 January 2026.** Applications will be reviewed on a rolling basis and the vacancy may close earlier if a suitable candidate is appointed.