**Partnerships Manager**

**Position:** Partnerships Manager

**Reporting to:** Managing Director

**Hours of work:** 35 hours per week

**Location:** 417-419 London Road**,** Glasgow with extensive travel

**Term of Contract:** One Year (with possible extension after first year)

**Salary:** £30,570 + Benefits, including generous 8% pension contribution

**Role Profile**

WEvolution is currently looking for a Partnership Manager to join their team to manage and develop a high-quality Partnerships Programme.

WEvolution has an ongoing Partnerships Programme aimed at scaling the SRG movement and its socio-economic impact nationally. The Self-Reliant Group (SRG) approach has been pioneered by WEvolution in Scotland and has been successfully replicated in areas of Wales, England and the Netherlands. Frustrated by traditional community development practice in the UK where social development was the primary measure of success, SRGs developed as spaces where both social and economic development were seen as equally important. SRGs have given people a model from which they can self-lead, self-organise and self-generate their own aspirations, contributing to an increase in the sense of control. Additionally, this way of working has resulted in improved well-being, increased financial autonomy and greater social networks.

Over the next two, WEvolution aims to develop and support 10 partnerships across Scotland, Wales, Northern Ireland and England, with organisations and individuals who wish to set up SRGs in their communities. We will support partners by building a strong body of resources, relationships and evidence bases enabling the forward progression of the SRG movement.

Our envisaged end game is an open source model where the SRG movement grows to a critical mass and generates its own momentum, attracts private and public investment and is easily implemented by organisations and individuals without notable support needed from WEvolution. We will act as a ‘Centre of Excellence’, championing the model and running a small number of SRGs to retain credibility and research best practice.

What does that mean for you? The Partnership Manager will support partners to replicate SRGs and, more specifically, work to:

* Maintain quality of partner SRGs during the initial growth of the movement
* Build sufficient evidence to clearly show impact across partner’s contexts
* Refine the model so that it can be adopted without central support
* Build the critical mass necessary to generate organic demand

This is a superb opportunity for an energetic and personable individual with an entrepreneurial approach, excellent communication skills and a strong understanding of the intricacies of partnerships. This role would ideally suit someone with a successful background in national partnerships work and/or an understanding of what it takes to grow, replicate or scale a model.

**Main Duties & Responsibilities:**

1. Identify and develop partnerships with organisations or individuals wishing to start / replicate their own SRGs across the UK through well-executed plans, engaging presentations and effective negotiation.

* Create and deliver high quality proposals and pitches with support from the wider team;
* Support partners in the set-up of their SRG strategy in initial process meetings;
* Develop partnerships to deliver against income and engagement targets.

1. Proactively nurture WEvolution’s existing partnerships and work alongside them to create good practice models for others to follow in the movement. This will include monthly calls with partners, troubleshooting when necessary, gathering good practice and sharing reflections.
2. Ensure the monitoring and evaluation system gathers evidence to inform the impact of the movement nationally.
3. Work closely with the wider team to ensure effective communication and alignment of the partnerships programme with WEvolution’s overall objectives and activities.

* Participate in Peer Gatherings organised by partners;
* Encourage active participation of partner SRGs in WEvolution’s national activities.

1. Design and organise events to provide opportunities for rapport building and knowledge sharing about good practice and improvement in SRG-growing work.

* Deliver high quality DIY SRGs Training Programmes to potential partners;
* Develop, build and share resources to increase Partner’s understanding of SRGs;
* Oversee the Annual Residential Event for Partners.

1. Contribute to WEvolution’s understanding of how its current replication model of strategic partnerships can evolve into its end goal of an open source model. This would include sharing ideas and approaches that will, over the long term, reduce partner’s need for WEvolution’s support.

**We are looking for someone who:**

* **Has at least one year’s experience of developing and delivering partnerships in a leadership role** – more would be welcome.
* **Has project management experience** – the role will have a number of different elements to it and an ability to map out how they all fit together and deliver to deadlines is essential.
* **Is an independent worker -** we are a small team spread over a number of locations and whilst we endeavour to work together, some of the time, you will be responsible for shaping and driving forward this piece of work on your own initiative.
* **Has digital communications experience** – our social media, website and general online presence requires that you are tech savvy and are able to contribute your input. Experience of having done this would be valuable**.**
* **Has knowledge of the context** – any experience of having worked in the community development sector including International Development sector and/or with replicating a programme would be beneficial.
* **Is an adaptable communicator** – ability to communicate complex problems in clear, relevant and concise ways. You will be engaging with a range of stakeholders: from SRG members to potential partner organisations and you will need to be able to relate to them in a personable and professional way about what we do.
* **Possess a creative and disruptive approach** – we have prided ourselves in being a disruptive organisation and we are looking for someone who can embrace the challenge of delivering within this environment while bringing his or her own unique contribution.
* **Has a generosity of spirit** – this role requires relationship building and often will require the person to walk the extra mile and go beyond the call of duty and we want someone who is able to do just that.
* **Is flexible** – our Head Office is in Glasgow, where you would be based, but the role will involve a lot of travel across the UK and, therefore, you should be willing to work odd hours including evenings and weekends.

**Our offer**

* 8% pension contribution from WEvolution.
* 26 days annual leave with an additional day for every year of service capped at a maximum of five days.
* Membership to `cycle to work’ scheme
* Private Health Cash plan, Income Protection and Death in Service Insurance Plan

**Recruitment process**

* If all of the above excites you then please email a covering letter – no more than two sides of an A4 sheet - explaining your motivations for applying and why you feel confident in completing the main duties of this role plus a CV to [**info@wevolution.org.uk**](mailto:info@wevolution.org.uk) **by Friday 1st November 2019.**
* Shortlisted applicants will be asked to submit a video interview by **Friday 8th November 2019** and from there the successful candidates will be invited to an interview in-person, anticipated to take place in Glasgow on **Friday 15th November 2019.**
* We would look for the successful candidate to start in December 2019.
* If you would like to have a chat about the role, you are welcome to contact Noel Mathias (e: [noel@wevolution.org.uk](mailto:noel@wevolution.org.uk); t: 0141 550 3755).