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CORPORATE PARTNERSHIPS LEAD

Help us unlock the full potential of
Scotland's only Coronation Food Hub.



Glasgow/
Hybrid



35 hours



£38k

The opportunity

We're delighted to be advertising for a Corporate Partnerships Lead to help realise the full potential of our new Coronation Food Hub.

This exciting role will develop new, high-value corporate relationships that generate income, create practical opportunities for partners to support our work, and strengthen the long-term sustainability of Move On's services.

Reporting to the CEO, the Corporate Partnerships Lead will be responsible for developing and delivering a Corporate Partnerships Strategy that generates income, builds relationships with local and national corporates and creates practical opportunities for partners to support Move On's work.

We are seeking a fundraiser who relishes the excitement of exceeding income targets and developing strong relationships. The successful candidate will be responsible for generating new relationships and income from the corporate sector, helping to ensure the development and long-term security of our essential work.

To be successful in this role, you will have a proven track record of effective relationship management and experience of delivering a variety of fundraising partnerships. You will have excellent communication skills and be able to demonstrate strong relationship building and influencing skills, both internally and externally.

This is a hugely exciting time to join Move On during a period of growth and opportunity. If you are a team player with a proven track record in exceptional account management, meeting targets, building relationships and taking a tenacious approach to new opportunities, we would love to hear from you.

To apply, please send your CV and two-page cover letter to paul@moveon.org.uk. Paul is also happy to speak to anyone informally about the role. Deadline to apply is Sunday 4th October. Interviews will take place on Monday 12th October.

Move On

With a vision of a Scotland where every person can confidently navigate through the ups and downs of life and achieve their potential, Move On supports people experiencing significant disadvantage to achieve personal goals and make positive lasting change in their lives.

Our mentoring and employability services offer the key relationships and opportunities, which enable people to set goals, recognise and develop their skills, build confidence, grow their social networks and gain the qualifications and work experience they need to reach their potential and achieve a brighter future.

Move On also operate FareShare Glasgow and the West of Scotland, a social enterprise which redistributes quality surplus food to charities and community groups feeding people at risk of food insecurity.



80,000+
people reached
every week



13
local authority
areas



52%
of Scotland's
population
covered

Coronation Food Project

Launched in November 2023 by The King and Queen, the Coronation Food Project was created to simultaneously tackle rising food insecurity and the millions of meals of good food wasted each year. The project is investing in infrastructure through new food hubs, increasing the capacity and capability to redistribute more surplus food to communities that need it most.

Move On launched our Glasgow Coronation Food Hub in June, the only hub of its kind in Glasgow.

The Hub is also a unique training environment where people can gain qualifications, practical experience, and work towards forklift and driving licenses.

Multibank Scotland

Multibank Scotland is an anti-poverty and surplus redistribution charity founded by former Prime Minister Gordon Brown and Amazon. It functions like a massive wholesale bank for essentials - providing clothes, bedding, hygiene products, baby items, and furniture - diverting corporate surplus goods away from landfills to families facing severe hardship.

Move On's Coronation Food Hub is also home to a new Multibank site for Glasgow and the West.



**Multibank
Scotland**

Key tasks and responsibilities

01



STRATEGY, REPORTING & COLLABORATION

- Work with Move On CEO and colleagues to develop and deliver a **Corporate Partnerships Strategy** that generates income, builds a strong prospect pipeline, and creates long-term sustainable relationships with corporate partners;
- Ensure that agreed **income targets** are met and, where possible, exceeded;
- Work closely with Move On teams to realise **income generating opportunities** with existing food industry relationships;
- Manage forecasting and expenditure, as well as providing updates, mitigation plans and **horizon scanning** for income opportunities.

02



NEW BUSINESS DEVELOPMENT

- **Identify potential partners**, particularly those who share our values and our aims, targeting a wide range of businesses and building a strong pipeline of prospects;
- Build **sustainable relationships** with key staff from corporate partners, ensuring mutual understanding of priorities, commitments and opportunities;
- Develop **creative opportunities** to suit different partners, such as sponsorship deals, financial donations, volunteering, employee development days and joint programmes, making best use of Move On's corporate event facilities.

03



ACCOUNT MANAGEMENT & STEWARDSHIP

- **Collaborate** with Move On CEO, management team and other colleagues to develop a strong pipeline;
- Regularly report on **pipeline development**, partnership activity, income performance, risks and opportunities to Move On's management team and the Board where required;
- Collaborate with FareShare/Felix Network and Communications and Fundraising Teams to promote the impact of existing partnerships and **identify opportunities to grow** future support for Move On.

Person specification

ESSENTIAL CRITERIA

- Experience of securing both five or six-figure donations from corporate companies and/or high value individuals;
- Experience of producing high-quality reports, pitch proposals and case studies
- Experience using IT and CRM systems for data management and reporting;
- Experience of generating new small and high value partnerships in either a charity or commercial environment;
- Experience of carrying out effective due diligence, partnership negotiation and contract management;
- Excellent written and verbal communication skills with the ability to convey complex and compelling funding proposals;
- Ability to prioritise, work on own initiative and work in partnership with internal and external colleagues;
- Experience of providing excellent relationship management and stewardship resulting in increased levels of financial support from partners;
- Commitment to Move On's vision, mission and values.

DESIRABLE CRITERIA

- Experience of working with food, retail, logistics, hospitality or other sectors relevant to the Coronation Food Hub;
- Understanding of corporate social responsibility or employee engagement programmes;
- Experience of developing volunteering, sponsorship or cause-related marketing opportunities;
- Knowledge of the charity, social enterprise or community sector in Scotland.

Move On is committed to being an inclusive employer and welcomes applications from people with a diverse range of backgrounds, experiences and perspectives.