



## Partnerships Director

Getting on Board supports people to become charity trustees, particularly those who are currently under-represented on trustee boards. The aspiring trustees we support include young people, women, people of colour, disabled people, LGBTQ+ people, working class people, and people with lived experience of disenfranchisement. 62% of the top charities, by income, had all white boards while 92% of trustees are white, older, and above average income and education ([Taken on Trust](#), Charity Commission 2017). We help bring new perspectives to boards.

At Getting on Board, our trustee and charity support programmes have grown significantly in the last 18 months. We are now training around 3,000 people a year in how to become effective trustees, and in how to recruit trustees. Tens of thousands of people have read our free guidance and interact with our campaigns to change the face of trusteeship.

As a small charity punching above our weight, we rely on strategic partnerships with employers and other organisations to help us reach people who might not otherwise think to become trustees. In turn, employers will benefit from the leadership and strategic experience serving as a trustee brings to their employees. Board diversity is also critical to charities' success and our approach aims to diversify the recruitment and selection of trustees from under-represented groups.

We recently launched a membership scheme to deepen our partnerships with employers and we are delighted to have secured our first four members (Allen & Overy, Peridot Partners, M&G and King's College London). We now want to expand our membership scheme, as well as working with more employers generally. You can read more about our membership scheme [here](#).

We are looking for a freelance Partnerships Director to support us in the expansion and management of our partnerships. You will support the expansion of the membership scheme and will ensure our members make the most of our partnership to increase the number of people who become charity trustees. You will work with other employers who don't yet have a formal partnership with us, with the aim of building a relationship that will secure future membership. This is key to the growth of the charity and to our mission to change the face of trusteeship.

You will be a key member of the team and ambassador for Getting on Board, someone who enjoys building partnership relationships and, critically, you will be excited by playing a part in changing the face of trusteeship. You will work closely with our Marketing Director on the expansion of the membership scheme.

### Expressions of interest

Please send a short cover email (maximum one page) stating how your experience fits with our requirements, together with your CV, to Penny Wilson, CEO of Getting on Board, by **Friday 7<sup>th</sup> January** to [penny@gettingonboard.org](mailto:penny@gettingonboard.org)



### You should apply if:

- You have experience of business development, setting targets, B2B marketing and delivery against an ambitious plan. Critically, you have a track record in meeting significant new-income targets.
- You have proven skills and experience in building and maintaining complex partnerships with and between organisations, and can identify new avenues of business.
- You have a track record of developing key relationships, working with or in a variety of different types and sizes of organisations, including large corporations.
- You are passionate about the business case for D&I and are familiar with the opportunities and challenges inherent in this work across different sectors.
- You are highly organised and experienced in using CRM systems and processes to track partner interaction and business development.
- You have served as a charity trustee or have worked alongside trustees. We require this from all of our associates as it is key to your understanding of our work and to our credibility.
- You have an understanding of what it's like to work for a small organisation with limited budgets
- You are a good listener and excellent communicator, love meeting people and are comfortable interacting with people at all levels of seniority
- You are self-motivated and target driven, able to manage your own time, have excellent organisation skills and ability to balance a busy role interacting with different stakeholders
- You can work both strategically and tactically balancing the 'big picture' with the everyday actions needed to ensure success. As with all small charities, your support for Getting on Board will include the operational and strategic thinking and you should be comfortable with that.
- You thrive on working independently in a fast-paced, changing environment
- You can demonstrate attention to detail which will be needed to provide excellent service to our partners.

You do not need to have been a trustee before (but should be interested in trustee matters!).

**We would particularly like to hear from you if you belong to one or more groups currently under-represented on trustee boards. If you like the sound of this role, please do come forward.**



## Key deliverables of the Partnerships Director

### Membership management

- Work closely with our members' HR, Talent, D&I and Employer Branding teams at all levels to understand their organisations' needs and strategic interests;
- Establish systems to manage the membership scheme, including implementing a CRM system and processes;
- Liaise regularly with members to ensure that they understand our value proposition, are getting the most out of their membership, are satisfied with our service and that together we are doing our utmost to encourage people to become trustees.

### Business development

- Develop and nurture relationships with supporting companies, universities and other organisations to introduce their staff to trusteeship and build a case for membership;
- Encourage businesses to adopt charity governance within their learning, development and volunteering/CSR policies;
- Work seamlessly alongside the CEO, Marketing and Communications Director and the Training Manager to contribute to business strategy development and identify new business opportunities, membership learning and marketing activities.

### Partner liaison and communications

- Develop and maintain relationships with Getting on Board members and ensure membership benefits are clearly communicated and realised;
- Launch and facilitate the Getting on Board Advisory Network designed for premium members to establish and build networks which support trustees and charity boards.

### Income/member targets

- Develop an annual plan for managing Getting on Board membership to include income targets, service levels and identifying new offerings together with appropriate monitoring, evaluation and record keeping.

## Remuneration and Working Arrangements

- The Partnerships Director role is on a freelance basis.
- The Partnerships Director role is part-time 2 days per week and will be conducted virtually with regular team liaison. There may be scope for more work as the membership scheme expands.
- You will arrange your own working hours, but we need someone who can at check-in and respond at least every 2 working days.
- The Partnerships Director will report directly to the CEO but interact frequently with other staff and associates.
- The fee is £170/day.
- Our team has flexibility, autonomy and the immense satisfaction of playing a significant part in changing the face of trusteeship!