

Job Description



Job Title: Strategic Partnerships Lead	Service Area: Policy, Research and Partnerships	
Directorate: Communications, Engagement and Policy	Post Number: Fusion	Evaluation Number:
Grade: P06	Date last updated: March 2023	

People at the heart of everything we do

We are committed to putting people – Newham residents and Council staff – at the heart of all we do. Our approach is a collaborative joint enterprise between residents, the Mayor, Members, Council staff and the Corporate Management Team.

Equality and diversity

We are committed to and champion equality and diversity in all aspects of employment with the London Borough of Newham. All employees are expected to understand and promote our Equality and Diversity policy in the course of their work.

Protecting our staff and services

Adherence to health and safety requirements and proper risk management is required from all employees in so far as is relevant to their role. All employees are expected to understand and promote good health and safety practices and manage risks appropriately.

Corporate parent

We believe that every member of staff working for Newham Council should understand and fulfil our corporate parenting responsibilities for our looked after children that we have under the Children and Social Work Act 2017.

Background

Newham is a borough like no other. We are one of the fastest growing, young, and diverse boroughs in the country. We are at heart of a new inclusive economy home to international districts and innovative partners. We have an ambitious mission in Building a Fairer Newham so we can tackle deep rooted inequalities and make the borough a place where everyone can thrive.

The Policy, Research and Partnerships team is within the Communications, Engagement and Policy directorate. Led by the Assistant Chief Executive – Chief Marketing Officer, the directorate brings together three divisions: Resident Engagement and Participation; Policy, Research and Partnerships; and Marketing Communications.

The ambition of the Directorate is to better connect resident insights to engagement, research, policy to brand and marketing communications to improve the delivery of the Council's overall corporate ambition to 'Build a Fairer Newham'. By applying a transformative approach to communications, engagement and participation, the ambition is to make it easier for residents know what we offer; access what they need, and understand Newham as a 'force for good' acting to improve resident outcomes (and for the borough).

The Policy, Research and Partnerships team has a pivotal role in providing:

- Insights that help the Council understand and respond to its residents' needs, improving the delivery of services.
- Developing corporate and service area strategy against the overarching corporate plan 'Building a Fairer Newham. Identifying, securing and strengthening partnership opportunities that achieve a change in reach and impact against the Council's priorities and deliver positive outcomes for residents. Increasing the amount of funding the Council can bid for to achieve its priorities.
- Policy research, monitoring and campaign development to achieve change that contributes to improved outcomes for residents.

Overall Purpose of Job

The Strategic Partnerships Lead will lead the development and delivery of our partnership programme to help the London Borough of Newham secure increased investment and collaboration opportunities that will amplify delivery of our strategic priorities – specifically the Building a Fairer Newham corporate plan. The role will lead development of relationships and partner networks that will accelerate the reach and impact of key strategic programmes and support delivery of services that improve outcomes for residents. This includes securing opportunities for research and collaboration that create space for operational innovation and transformation.

They will be responsible for strengthening and expanding existing relationships with partners. These include major funders and research partners that have helped amplify the impact our frontline services are delivering for our residents.

Key Tasks and Accountabilities:

1. Develop our partnerships and fundraising strategy to provide a strategic focus for how we identify, secure and extend relationships with key partners – both to secure external funding and for research collaborations. This is in line with supporting the ambition of the Building a Fairer Newham corporate plan; Community Wealth Building and Cultural Strategies.

2. Undertake an audit of current partners to determine the value of existing partnerships alongside a stakeholder mapping exercise to identify, analyse and prioritise potential partners according to agreed criteria. Develop tailored communications and engagement plans for different partner groups, and an associated stakeholder database to manage and prioritise communications.
3. Work with the Communications department to explore the potential for strategic brand and marketing partnerships. Clearly articulate the Newham partner value proposition and develop a partner marketing toolkit.
4. Research and identify external funding opportunities to amplify the impact of our strategic projects.
5. Work with Council directorates and partners to develop compelling funding bids on key opportunities.
6. Develop and share resources to support Council directorates and existing partners to secure external funding.
7. Identify and manage innovative models of funding generation, including crowdfunding.
8. Work closely with other services in the Communications, Engagement and Policy directorate to translate research, policy and communications insights into improved partner engagement.

Job Context

1. This role reports to the Head of Policy, Research and Partnerships.
2. The post holder may be required to work outside normal business hours, including occasional weekends, in order to meet service requirements.

To also undertake all responsibilities listed below:

- Day to day management of one's own workload ensuring all commitments are covered.
- Ensure high standards of work and standards of performance are maintained, maximising the use of IT.
- Promote and champion equality and diversity in the delivery of all Council activities.
- Uphold the Council's HEART values.

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IMPORTANT INFORMATION FOR APPLICANTS

The criteria listed in this Person Specification are all essential to the job. Where the Method of Assessment is stated to be the Application Form, your application needs to demonstrate clearly and concisely how you meet each of the criteria, even if other methods of assessment are also shown. If you do not address these criteria fully, or if we do not consider that you meet them, you will not be shortlisted. Please give specific examples wherever possible.

EQUALITY AND DIVERSITY

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PROTECTING OUR STAFF AND SERVICES

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CRITERIA- Essential	METHOD OF ASSESSMENT
KNOWLEDGE	
In-depth understanding of external funding, research partnerships and thought leadership	Interview
QUALIFICATIONS	
Educated to degree level or equivalent or work experience demonstrating similar level ability	Application
EXPERIENCE	
Coordination of strategic partnerships, fundraising or business development across an organisation	Application/Interview

Development of successful funding bids or sponsorship propositions that have attracted significant investment	
Development of successful partnerships that have achieved visible impact.	Application/Interview
Ability to quickly mobilise relevant services and partners to develop compelling propositions	Application/Interview
Provision of advice to senior managers, members and other stakeholders on partnership or fundraising opportunities.	Application/Interview
SKILLS AND ABILITIES	
Highly developed written and oral communication skills, including the ability to present complex ideas in a clear and comprehensible way and coach others to do so	Application/Interview
Demonstrable ability to advocate confidently on complex and sensitive issues with senior stakeholders.	Application/Interview
Ability to identify and suggest mitigations for a range of risks.	Application/Interview
Experience of working collaboratively across service areas and disciplines to produce positive outcomes	Application/Interview
Sound political awareness and sensitivity to develop and sustain consensus and ensure credibility with members, senior officers, partners and staff.	Application/Interview
PERSONAL STYLE AND BEHAVIOUR	
You lead and engage You build strong relationships with partners, funders and other stakeholders that can translate into successful partnerships that help deliver our strategic priorities.	Application/Interview/Test
You focus on citizens You embed a culture focused on citizens, ensuring staff & partners keep the needs of residents at the forefront of everything they do, role modelling this yourself.	Application/Interview/Test
You take ownership You create new opportunities and take bold and decisive action to capitalise on opportunities for the council & borough to adopt more participative policy making, while creating an environment that supports others to take calculated risks.	Application/Interview/Test

<p>You think strategically</p> <p>You help create new ways of working, drawing new insights to re-define how things are done and boil down complexity to provide clarity and focus.</p>	Application/Interview/Test
<p>You innovate with others</p> <p>You shape the agenda, seeking out ideas & learning from the best organisations. You're at the forefront of thinking and influence policy makers.</p>	Application/Interview/Test
<p>You drive improvement</p> <p>You constructively challenge peers, partners and senior leaders to deliver change and you're prepared to take appropriate action to tackle under-performance.</p>	
<p>You have strong integrity</p> <p>You walk in other people's shoes to better understand them and how they can support each other, and you learn from your mistakes and act on them.</p>	Application/Interview/Test
<p>You are adaptable</p> <p>You respond to unexpected situations flexibly and mobilise people to create & test ideas, learn quickly what works, improve it and try again.</p>	Application/Interview/Test