

Job Description

Partnerships Manager – 12 to 18 month FTC

Background

Motability is a national Charity which believes that no disabled person should be disadvantaged due to poor access to transportation. We help disabled people enjoy the freedom and independence to work, learn, access services, and to see family and friends.

We provide a range of grants to help people with different kinds of disabilities and we oversee the Motability Scheme, delivered by the private company Motability Operations (MO). Every year, through the Motability Scheme, more than 600,000 disabled people use the enhanced mobility benefits they receive from the Government to lease a car, scooter or powered wheelchair.

At a time of growth and new opportunities for the Charity, we want to make faster progress to realise our vision. We know that, for those whose needs it meets, the Scheme has a positive impact and offers good value for money. But we also know that there are other disabled people whose mobility needs are not met by the Scheme or our existing grants, and might need different solutions. As we begin to develop those innovative solutions, this is an exciting opportunity to drive partnership working, and stakeholder engagement is at the foundation of some of our newer initiatives.

Purpose of the role

You will work with internal staff and external stakeholders across a range of sectors (Government, private sector, charities) to build partnerships for our emerging priority areas, with a specific focus on our electric vehicle charging project.

You will support the Charity's Head of Innovation to identify key stakeholders, develop and implement a strategy for engagement, maintain connections, and build these into effective working partnerships. You will drive a focus on partnerships that work towards greater social impact, rather than for funding or commercial opportunities. You will also conduct your own research, bringing together and analysing internal and external information on where there might be opportunities for partnership, and feeding back to senior managers on stakeholder backgrounds and interests.

You will work collaboratively and constantly with contacts in the not-for-profit, public and commercial sectors, sharing learning and building relationships. Your work will help to ensure that Motability is able to use its charitable resources to best effect to improve the lives of disabled people. You will work closely with the Head of Innovation, Innovation Managers and other Performance and Engagement staff to help deliver the innovation pillar of our strategy.

Key responsibilities

- Drive partnerships for Motability, the Charity, in the electric vehicle space; in particular, identifying key stakeholders, sorting through approaches, taking important calls, feeding back to senior managers, and coordinating with the Communications Department where relevant.
- Project manage specific partnership and influencing work streams within identified priority areas (such as the electric vehicle charging project), gathering evidence, developing strategies for social impact, working collaboratively internally and externally, and influencing key stakeholders.
- Support internal and drive external stakeholder engagement activities, building relationships with parallel colleagues in Government or industry.

Skills, Qualifications and Experience

Essential:

- At least three years' experience in partnerships, stakeholder engagement or policy roles, preferably in the charity sector.
- Ability to identify, design, deliver and maintain strategic partnerships.
- Project management expertise, to be able to develop and implement specific project tasks, working across teams and with external organisations.
- Highly IT literate, with extensive experience of Microsoft Office applications, particularly Excel and PowerPoint.
- Ability to support multiple simultaneous projects across a wide range of areas, working at pace and meeting agreed deadlines.
- Ability to establish and maintain effective relationships with other charities, commercial enterprises and Government.

Desirable:

- A bachelor's degree involving politics, research, communications, or equivalent work experience.
- Policy, strategy, or communications within a social impact context.
- Understanding of disability, transport, or electrification issues.
- Exceptional written and oral influencing skills, including the judicious use of data and the compelling presentation of research findings.
- Ability to think creatively, while maintaining attention to detail, keeping in mind the bigger picture while working at detailed project levels to deliver change.

Reporting line

Head of Innovation, within the Performance and Engagement Department.

Key interfaces:

Performance and Engagement managers and staff, Communications managers and staff, Charitable Operations managers and staff, Motability Operations (MO), Government, other charities and foundations, market players.

Resources, scale and scope of role, location and any travel factors:

- The post holder will be privy to, and responsible for, highly sensitive information and will be expected to exercise complete confidentiality.
- The role will be based in our office in Harlow, Essex.