



Job description

Job title	Senior New Corporate Partnerships Manager
Department	Development
Contract	Permanent
Salary	£44,594 per annum
Hours	Full time, 36 hours per week
Location	Tate Britain, Millbank, London
Reporting to	Head of Corporate Partnerships
Responsible for	New Corporate Partnerships Manager

Background

Tate's vision is to serve as artistically adventurous and culturally inclusive art museums for the UK and the world. We deliver this through activities in our four galleries across the UK (Tate Liverpool, Tate St Ives, Tate Britain and Tate Modern), our digital platforms and collaborations with our national and international partners. At the heart of Tate is our collection of art, which includes the national collection of British art from the 16th century to the present day, and international modern and contemporary art from 1900 to the present day, spanning all continents. We seek to expand access to the collection and deepen understanding of art in all its diversity.

Tate is a leading global institution, and we influence critical thinking about art practice. Tate is committed to maintaining free entry for audiences to our collections. We see access to art for everyone as a universal human right and we see our galleries as sites of creative learning. We want to champion the importance of making art and encourage people to explore the many ways in which art is created and develop their own creative potential.

We want to welcome audiences that better reflect the towns and cities in our nation and attract a diverse international public. Our reach is already powerful. We intend to increase its impact across society, with art that resonates around the world.

Everyone who works at Tate has a role to play in achieving these goals. We offer exciting work built around our love for art, and have a strong commitment to equality, diversity and inclusion, with the aim to have our workforce and audience as diverse as the communities we serve. And everything we do is only possible thanks to our fantastic colleagues, who really know their stuff, support each other and want to do the best for our audiences.

We hope you will consider joining our team.

You can find further information about Tate on our website: www.tate.org.uk.

About the role

Help shape the Future of Corporate Partnerships at Tate.

Tate is seeking an experienced and strategically minded Senior New Corporate Partnerships Manager to secure significant value and innovative corporate prospects, leading on new partnership pitches, creating partnership proposals, and negotiating final terms.

To deputise for the Head of Corporate Partnerships supporting the New Corporate Partnerships remit and work alongside the Head of Corporate Partnerships and the Senior Corporate Partnerships Account Manager to lead on the strategy, planning, financial management and financial success of the team.

About your team

The Tate Development office was founded in 1990 to raise funds from the private sector for revenue and capital projects at Tate. It has expanded over the years to meet growing gallery needs and is now one of the most successful arts fundraising teams in the UK.

The majority of colleagues are based in London with staff in St Ives and Liverpool as well as an independent charity that supports the work of Tate that is based in New York. We deliver multi-faceted and innovative partnerships in support of Tate's vital work.

From supporting our exhibitions and collection, to research and learning programmes, to globally reaching digital activations; we collaborate with colleagues across the organisation to deliver exciting projects.

This is an opportunity to fundraise for Tate's mission to make art accessible for all; to help drive Tate into the future, working with inspiring content and ground-breaking projects, in amazing spaces and alongside a passionate team. We strive for inclusive working practices and spaces that reflect the communities in which we're located, ensuring opportunities are accessible and all voices are heard to contribute to our future.

What you will gain

Motivated, and skilled people are key to our continued success, and we want everyone at Tate to have the opportunity to develop and thrive. In this role, you'll have the chance to build impactful partnerships, contribute to Tate's mission, and grow your skills in a supportive, ambitious team. Your ideas will be valued, and you'll be encouraged to lead, learn, and thrive.

What you will do (Main Duties and Responsibilities)

Strategy

- With the support of the Head of Corporate Partnerships, you will lead on the strategic growth, income generation and target attainment from new client partnerships c. £3m GBP each year.
- Deputise on the New Corporate Partnership provision and for the overall team, when needed, on behalf of the Head of Corporate Partnerships
- Work strategically with the Head of Corporate Partnerships and Senior Corporate Partnerships Account Manager, to plan and implement an effective strategy and development framework for the Corporate Partnerships team.
- Work closely with the Head of Corporate Partnerships, Senior Corporate Partnerships Account Manager, Tate Management Accountants and Deputy Director of Development to be accountable for the Corporate Partnerships team financial income target strategy and attainment.
- Work proactively with Tate's closest Supporters and Advocates to maximise financial income generation through new Corporate Partnerships and philanthropic giving.
- Work collaboratively with Tate Enterprises to ensure clear frameworks and opportunities are maximised for Tate financially and reputationally.

Business development

- Work closely with the Head of Corporate Partnerships and the Director of Development to agree priority projects.
- Establish and lead the strategy for securing new Corporate Partnerships at Tate.
- Work closely with the Head of Corporate Partnerships and the Corporate Partnerships Senior Account Manager to forecast financial targets.
- Secure new high financial value corporate partnerships for Tate, representing a significant proportion of the Corporate Partnerships team's annual income target.
- Oversee the New Corporate Partnerships Manager and New Corporate Partnerships Officer in their work to lead on deep dive research into sectors, prospects and corporations for approach.
- Oversee the New Corporate Partnerships Manager and Officer in the due diligence process, and the detailed research they produce into potential Corporate Partners, ensuring that all Tate's corporate relationships are approved in line with Tate's policies and commitments.
- Create a diverse and robust prospect portfolio by proactively and effectively identifying, segmenting and prioritising potential prospects, fully utilising the Development CRM (Raisers Edge).
- Create compelling proposals and communicate the benefits effectively and persuasively through meetings, face-to-face presentations and written documents.
- Create detailed partnership budgets for proposals enabling Tate to plan effectively.
- Ensure the seamless handover of new Corporate Partnerships to the account Teams for onboarding.
- Attend networking and cultivation events at Tate and elsewhere.

Senior level and collaborative working

- Manage relationships, and strategically steward, internal and external senior level stakeholders including Tate Directors and CEOs/Senior Directors.
- Work across Tate to influence change and achieve objectives for Tate as a whole.
- Represent Tate and Tate Corporate Partnerships, championing its values and activity and protecting its brand and reputation at internal and external meetings.
- Instigate and manage high level client presentations, strategy and introductory meetings, client site visits, partnership renewal meetings and promotional and cultivation events.
- Work closely and creatively with other departments within the Development Division and Tate including Curatorial, Learning, Marketing, Press and Retail, to devise new industry leading partnership ideas and approaches.
- Lead the cross-Tate Collaborative Partnerships meetings and process, working with colleagues across the organisation to ensure that the strategy for partnerships across Tate is cohesive and that all approaches support key Tate priorities.
- Work collaboratively with Tate Enterprises especially Tate Events and Corporate Membership, Tate Licensing and Tate Publishing to ensure all corporate approaches are maximized and joined up across Tate.
- Support Corporate Partnerships Account Teams during the renewal process for existing partnerships.

Management Responsibilities

- Provide effective leadership and line management for the New Corporate Partnerships Manager and support the New Corporate Partnerships Officer.
- Work closely with the Head of Corporate Partnerships, and the Senior Corporate

Partnerships Account Manager, in the training and motivation for the entire team at all levels to encourage continual professional development.

- Lead on overseeing internal projects supporting the wider strategy and success of the team alongside the Senior Corporate Partnerships Account Manager.
- Work closely with the Head of Corporate Partnerships to provide regular updates and communications to wider Tate colleagues, including the Development Department, on priorities, significant moments and partnership income.

What you will bring to the team

We're a passionate, collaborative team that values diverse perspectives and experiences. There's no single path into this role, instead we're looking for someone who brings strategic insight, creativity, and the confidence to lead high-level partnerships that support Tate's mission.

We're keen to hear from candidates who can demonstrate:

- A strong track record of securing and managing major corporate partnerships from prospecting to close.
- Experience in strategic business development and delivering ambitious income targets, ideally in the arts or a related field.
- Excellent communication, influencing, and presentation skills, with the ability to engage senior stakeholders.
- Commercial acumen, creativity, and confidence in shaping compelling, insight-driven partnership proposals.
- Strong project management and organisational skills, with the ability to prioritise and meet deadlines.
- A collaborative and inclusive approach to leadership and teamwork, encouraging the contribution of others.
- Commitment to creating a respectful, diverse, and equitable working environment.
- A genuine interest in Tate's work and mission.

The requirements listed here are guidelines, not hard and fast rules. You don't have to satisfy every requirement and we welcome candidates who bring transferable skills. Applying gives you the opportunity to be considered.

Tate for all

Diversity and Inclusion

Our jobs are like our galleries, open to all.

Our aim is to become a truly inclusive organisation with a workforce and audience as diverse as the communities we serve. This is fundamental to Tate's future success and our ability to continue to contribute to culture and society in the UK.

We want our workforce to be more representative of all sections of society at all levels in the organisation. The range of perspectives and experience diversity brings is an asset to our organisation and we want to create an inclusive, welcoming environment for visitors, artists and all those who work at Tate. Tate expects all employees to contribute to this aim as part of their role. More information about diversity and inclusion at Tate can be found on our [website](#).

Our Values

- **Open:** we're welcoming, generous-spirited and inquisitive, with an open-source attitude that thrives on collaboration.
- **Bold:** we have the courage of our convictions, we're willing to take imaginative risks: we aren't afraid of failure - so long as we learn from it.
- **Rigorous:** we'll win people's trust if we're accountable for our actions and excellence underpins everything we do.
- **Kind:** we value and respect each other, our partners, and our visitors, striving to make every encounter memorable and enriching.

Benefits

- Birthdays off each year
- 25 days leave per year, rising to 27 (pro rata for part time colleagues).
- A pension scheme with generous employer contributions.
- Life Assurance and Income Protection for DC scheme members.
- Interest-free Season Ticket Loan.
- Cycle to Work scheme – enabling you to buy a bike in a tax efficient way, for travelling to and from work.
- Rental deposit scheme – an interest free advance to help towards the cost of a deposit for privately rented accommodation
- Discounts in the Tate Restaurants and Cafes.
- Access to Tate Benefits which offers access to discounts in high street stores.
- Access to a 24/7 Employee Assistance Programme to support you with any work, personal or family issues. This includes telephone-based support, as well as comprehensive online resources.
- Free entry to paying exhibitions at Tate Galleries. Opportunities for family and friends to visit the major exhibitions out-of-hours.
- Discounts on items purchased in the Tate shops.
- Free access to a number of other galleries and museums throughout the UK on production of a valid staff pass.
- Free access to other galleries and museums abroad through the International Council of Museums (ICOM) membership

Safer Recruitment

Tate is committed to providing a safe environment for all those who work at Tate and all those who come into contact with Tate as visitors to the galleries, as participants in Tate activities, and online. The safe recruitment of all those who undertake work on behalf of Tate is the first step to ensuring that we are fulfilling this commitment.

All positions at Tate are offered subject to the following conditions:

- Receipt of satisfactory references covering the last 3 years of your employment or education.
- Health clearance
- A satisfactory Disclosure Check.
- Proof that you are legally entitled to work in the UK

You can find out more information about our pre-employment checks and what they mean for you in our 'Guidance Notes for Applicants' document.

How to apply

Our opportunities are open for you to apply online. Please visit: www.tate.org.uk/about/workingattate/ to create an account by registering your details or, if you are an existing user, log into your account.

For all opportunities we ask candidates to complete an online application form for the vacancy they are interested in. If you need an application form in an alternative format please call us on 020 7887 4997. Once you have submitted your application you can keep track of its progress by logging into your account.

The closing date for the submission of completed application forms is 14 May 2025 by midnight. Interviews will be held in May 2025.

Where vacancies attract large volumes of applicants, we reserve the right to close this vacancy early. Therefore, if you are interested, please try to submit your application as early as possible.

