

CORPORATE PARTNERSHIPS, SOCIAL VALUE & EVENTS MANAGER

Candidate Information Pack

Sept 2026



HIGHLIGHTS



Job Title	Corporate Partnerships, Social Value & Events Manager
Location	Based in London at Compass Wellbeing CIC's office near Aldgate East. Travel to locations including Luton & Bedfordshire. May also require travel to elsewhere on an irregular basis. Compass Wellbeing operates with a hybrid working policy.
Reporting Line	Head of Strategic Growth & Impact
Salary Range	£40,000 - £45,000
Benefits	27 days holiday entitlement Company pension scheme offering employer pension contribution of 5% and employee pension contribution of 5%
Employment Status	Permanent
Hours	Full-time (37.5 hours)

ABOUT US

Compass Wellbeing is a Community Interest Company set up to improve lives, strengthen communities and reduce inequalities. We are a wholly owned subsidiary of East London NHS Foundation Trust (ELFT) – we operate independently as a social enterprise, but we share ELFT's commitment to improving lives, reducing inequalities and strengthening communities and we benefit from that relationship.

We believe lasting change happens when communities, voluntary organisations, public services, business and other partners work together. Our role is often to act as the connector bringing people together around shared challenges and turning ideas into practical action.

Everything we do is rooted in a commitment to social value and community benefit. As a CIC any surplus we generate goes back into our work and the communities we serve.

Over the years, we have built trusted relationships with communities, community organisations, NHS partners, local authorities, funders and businesses. Those relationships are one of our greatest strengths and enable us to bring together people and organisations who may not otherwise work together.

OUR AMBITION

To be a trusted and independent partner that helps communities thrive and helps organisations work better together

We are not here to replace other organisations - we help connect people, opportunities and resources, and build partnerships that make a difference where it matters most. We want communities to have a stronger voice, better access to opportunities and support and greater influence over the decisions that affect their lives. And we want organisations and systems to better understand and respond to the needs, strengths and aspirations of local communities.



JOB PURPOSE

The Corporate Partnerships, Social Value & Events Manager will help Compass Wellbeing strengthen, grow and sustain its corporate partnerships, social value activity and events programme. This is a new post that will help us sustain important relationships, develop new opportunities and turn a growing pipeline into practical activity, community benefit and income.

The postholder will work across five connected areas: developing and growing corporate and community partnerships, including supporting the CEO with priority corporate relationships; planning and representing Compass Wellbeing at; building relationships with local Councils for Voluntary Service and other VCFSE partners; supporting agreed activity with ELFT Charity and NELFT Charity; and generating and sustaining income as opportunities develop. Social value will run through each of these areas, helping connect the resources and commitments of partners with opportunities for communities and local organisations.

The role will contribute particularly to Compass Wellbeing's focus on social value and corporate partnerships, while also supporting employment and skills, system relationships and our longer-term sustainability.

This is a practical and outward-facing role suiting someone who is comfortable working across different organisations and sectors, can turn relationships into practical opportunities and is curious about how Compass Wellbeing can improve and grow. It requires close collaboration with colleagues to ensure partnerships and activities support agreed priorities and can be delivered well.



ROLE DESCRIPTION

1 Corporate Partnerships & Business Development



- a. Develop and grow corporate and community partnerships that generate sustainable income for Compass Wellbeing.
- b. Support the CEO directly in developing and progressing priority corporate relationships and directly manage an agreed portfolio of partnerships.
- c. Build and maintain a focused partnerships pipeline with clear next steps, realistic workplans and appropriate measures. Research prospective partners and complete proportionate due diligence before any partnerships is agreed.
- d. Create tailored proposals and deliver compelling pitches to corporate audiences, clearly explaining Compass Wellbeing's role, impact and the case for partnership.
- e. Identify opportunities to deepen existing partnerships including further funded activity, pro bono and in-kind support, skilled volunteering and other forms of community benefit.
- f. Maintain accurate records and prospect relationships, plans and pipeline activity using the organisation's CRM system (HubSpot).
- g. Monitor and report on partnership and income, expenditure and wider value against agreed targets and budgets.
- h. Work closely with colleagues to assess which opportunities should be progressed, developed further, paused or stopped, taking account of strategic fit, likely benefit and Compass Wellbeing's ability to deliver.

2 Events



- a. Plan, manage and deliver a focused and varied s programme - from smaller community and stakeholder s to large scale conferences - that builds relationships, raises Compass Wellbeing's profile, and creates opportunities for partnerships, community benefit or income.
- b. Represent Compass Wellbeing at external networking s, conferences and forums to build the organisation's profile with potential partners.
- c. Identify opportunities to connect the s and partnerships programme including corporate sponsorship, employee volunteering, donated goods and other in-kind support.
- d. Manage budgets and evaluate activity against its agreed purpose including income, engagement, relationships developed and practical actions arising, adjusting future offers to maximise income and engagement.

ROLE DESCRIPTION

3 External & Sector Relationship Management



- a. Build and maintain relationships with local Councils for Voluntary Service (CVS) and other relevant Voluntary, Community, Faith & Social Enterprise (VCFSE) infrastructure and community partners.
- b. Support agreed events, meetings and external relationship activity for ELFT Charity, NELFT charity and other charities or partner organisations supported by Compass Wellbeing in line with relevant delivery arrangements and priorities.
- c. Work with colleagues to assess and prioritise partnerships, charity and other external opportunities that Compass Wellbeing is supporting or considering, helping decide which should be progressed, developed further, paused or stopped. This should take account of strategic fit, likely community and financial benefit, partner expectations and Compass Wellbeing's capacity to deliver well.
- d. Work with internal teams including Community Development and VCFSE colleagues to ensure partnership and activity reflects community insight and supports wider organisational priorities.
- e. Work alongside existing local organisations and networks adding value and avoiding duplication wherever possible.

4 Income Generation



- a. Sustain and grow income through partnerships, events and sector relationships.
- b. Identify and progress relevant income opportunities through Compass Wellbeing's business development pipeline maintaining a clear distinction between early conversations, active opportunities and secured work.
- c. Work alongside our Head of Growth & Impact and other colleagues to support in bid writing, proposals and business cases particularly where corporate partnerships, social value, sponsorship or external relationship input is needed.
- d. Support the move from a secured opportunity into delivery by helping ensure that the partner's expectations, agreed activity, responsibilities, costs and intended outcomes are clear.

ROLE DESCRIPTION

5

Internal Support & Social Value



- a. Bring a curious, improvement-minded approach to how Compass Wellbeing operates internally, identifying opportunities to strengthen ways of working.
- b. Support the development and delivery of Compass Wellbeing's social value offer helping partners turn their commitments into practical community benefit. This may include employment and skills opportunities, volunteering, community investment, pro-bono and in-kind support and support for local VCFSE organisations.
- c. Work with colleagues and partners to agree proportionate outcomes and capture the income, community investment and wider value created through social value activity.
- d. Work comfortably with ambiguity and with opportunities that are still developing, creating clarity around the next step as organisational needs evolve.
- e. Ensure compliance with data protection (GDPR) and relevant partnership/fundraising regulation and best practice.
- f. Provide regular updates to the CEO and senior team on priority partnerships, pipeline movement, events, income and wider social value.



Carry out other reasonable duties consistent with the purpose and level of the post to support the effective delivery and development of Compass Wellbeing's work.

PERSON SPECIFICATION

Qualifications

Tested: Application

ESSENTIAL

- Educated to degree level or equivalent experience

DESIRABLE

- Professional qualification in marketing, fundraising or business development

Knowledge & Experience

Tested: Application, Interview

ESSENTIAL

- Proven track record of developing and growing corporate, public sector and/or community partnerships that generate sustainable income
- Experience planning and delivering purposeful events, from smaller scale to conferences, for a range of audiences
- Demonstrable business or partnership development experience, with the ability to identify opportunities, develop credible proposals and move relationships towards agreement and delivery
- Understanding of social value and how corporate or public-sector commitments can be translated into practical community benefit
- Experience of account management and stewarding relationships through their full lifecycle, from prospecting to long-term retention
- Experience using CRM systems to manage partner and prospect records, pipelines and reporting
- Experience working with internal teams and stakeholders to deliver against shared objectives
- Experience working with local infrastructure, voluntary and community organisations or other relevant external networks

DESIRABLE

- Experience of partnership or s work within the NHS, health, or VCFSE sector
- Experience working across more than one organisation or charity simultaneously
- Experience of due diligence processes for new corporate relationships
- Understanding of the fundraising and/or corporate social responsibility (CSR) landscape
- Experience of developing or delivering social value, responsible business, community investment employment or skills activity
- Experience of NHS or public-sector procurement, anchor institution working or social value commitments linked to contracts
- Knowledge of East London, North East London or similarly diverse communities

PERSON SPECIFICATION

Skills, abilities and attributes

Tested: Application, Interview

ESSENTIAL

- Experience working with senior leaders (e.g. CEO or director level) to represent an organisation externally
- Working knowledge of data protection and GDPR as it applies to partner/donor records
- Computer and IT literate, with confident use of Microsoft Office and CRM platforms (ideally HubSpot)
- Excellent relationship-building skills, able to build rapport with stakeholders at all levels
- Able to balance partner priorities, community benefit and the need for Compass Wellbeing to generate sustainable income
- Strong written and verbal communication skills, including the ability to prepare and deliver compelling pitches and proposals
- Confident negotiator with the ability to influence and persuade
- Inclusive and culturally aware, with the ability to work respectfully across different communities, sectors and organisational settings
- Strong organisational skills, able to manage multiple partnerships, events and deadlines simultaneously
- Comfortable working with ambiguity, developing opportunities where not everything is known at the outset, while creating clear next steps and maintaining focus
- Curious, with a genuine interest in improving how the organisation operates internally
- Proactive and self-directed, able to identify and act on new opportunities as they arise
- Ability to work independently and as part of a team
- Experience identifying, delivering and evidencing social value outcomes, including the application of social value outcome matrices to assess, measure and report impact

Other

ESSENTIAL

- Ability to travel across sites including East London, Luton & Bedfordshire
- Willingness to work occasional evenings/weekends to support events

BENEFITS



- 27 days annual leave (rising to 29 days after 5 years, and 33 days after 10 years), excluding Bank Holidays
- 5% employer pension contribution scheme
- 2 days paid volunteering leave per year
- Travel season ticket loan
- NHS discounts (Health Service Discounts, Blue Light Card)
- Gym and fitness discounts (through Health Service Discounts and Blue Light Card)
- Occupational health, and mental health and wellbeing support, through Medigold
- Financial contribution towards eye tests
- Regular team social s throughout the year



RECRUITMENT TIMETABLE

Closing date for applications

5 October 2026 10:00

Shortlisting

6 October 2026

Final interview (in person at Compass Wellbeing's offices)

13 / 15 / 16 October 2026

We will make reasonable adjustments for applicants with disabilities or long-term health conditions – just let us know what would help at any stage of the process.

We are unlikely to be able to accommodate individual requests for different dates.

HOW TO APPLY

The closing date for applications is 5 October 2026.

Please send the following to hr@compasswellbeing.co.uk:

- A supporting statement (maximum 2 pages or 1000 words) telling us:
 - What you would bring to this role
 - Please give an example of a partnership or opportunity you helped develop into practical activity. What was your role and what was achieved?
 - What interests you about this role and about joining us as Corporate Partnerships, Social Value & Events Manager
- An up-to-date CV (maximum 2 pages)
- Contact details for two referees (only contacted with your permission and only after the selection of preferred candidate)
- Completed equality monitoring form (optional)

Candidates selected for interview will be asked to complete a DBS check and undergo appropriate pre-employment checks.

ACCESSIBLE APPLICATIONS

We want this opportunity to be as accessible as possible and we know people communicate their experience and motivation in different ways. You are welcome to apply using either:

- A written supporting statement
- A video application (maximum 5 minutes) covering the same points.

Both formats will be given equal consideration by the selection panel.

If you would like this pack in an alternative format or need any adjustments to support your application or participation in the process, please contact us at hr@compasswellbeing.co.uk and we will be happy to discuss what would help.

The Power of Small

A Small Charities Week Gathering

Bringing together small charities VCFSE organisations
Partners across London to connect, share and build
meaningful partnerships

Collaborate, create, think, breathe and be HONEST



True collaboration
right from the start!!



Create great Partnerships

Connections work best when people know each other & build the TRUST

With the people for the people

Small charities are essential

People who show up when it matters!!

The unique thing about small charities is that they are the closest to the people

We are here to be honest & celebrate what is so unique about small charities

Fighting for equity & fairness for families

Right Now in London there is chronic poverty
Services are over whelmed!!
Waiting lists are so long!!

Sharing

Ensure voices are heard

Learn from the lived experiences

Helping people gain a voice & share their stories

Having stronger supportive pathways

Providing strong support

Shifting to prevention NOT just in crisis

Through research
Support organisations
Increase capacity

Stay connected to your community

Students can have a positive impact!!

Encourage social responsibilities
Community Volunteering

FEEDBACK
Field work
Case studies

CONTINUITY
TAKE THEM WITH YOU

There are many CHALLENGES!!

FEAR
LACK OF TRUST
POWER DYNAMICS

Resources
Logistics
Systems, process & joining up

COMPETITION
CONTRADICTIONS IN THE SYSTEMS
BUDGETS

Small Charities Listen, help & Support!

Deep relational long term work is what is needed!

Supporting people's well-being first!!

Informing the Policies to create true change

Understanding

People before Plans... what will you do?!

The BIG HELP OUT!

Working together & individually can be tricky!!

A true collective voice is not small at all!!!

Meeting the most immediate need

People feeling like themselves

Help people find themselves