

Job Description

Job title: Senior Partnerships Manager
Hours: Full time
Contract: Maternity Cover for 9 Months

Reporting to: Partnerships Director
Salary band: £41,732 - £42,963

We are looking for a Senior Partnerships Manager to lead and manage A New Direction's engagement with key strategic sectors with a focus on building cultural education partnerships and place-based work.

About us:

A New Direction is a not-for-profit organisation that exists to ensure that all children and young people in London can develop their creativity and play an active part in the culture and heritage of the city.

London is one of the greatest creative hubs in the world. Every day, thousands of the children and young people who live here are inspired by the city's culture to unleash their own creative side. They have the chance to develop their skills, talents and passions, becoming people who can thrive in a challenging, changing world and boost our wider society. But there are also thousands of young people who miss out on London's creative opportunities. Barriers of inequality or simple lack of support stop young people from reaching their creative potential, which has knock-on effects for their chances of personal fulfilment and success in later life.

Inequality is not set in stone; we can make London into a city with equal opportunities to engage with culture and be creative for all young people and children. This is our vision. We are working towards a society where all children and young people can thrive through developing their creativity.

We work directly with the organisations at the front line: schools, cultural venues, local authorities and businesses. We unite those organisations to campaign for better policies that serve children and young people. We organise joint events and projects to reach a broader audience. We connect young people to mentors, work experience and inspiration.

Core values:

Creativity and culture are crucial: We need creativity and culture to prosper as individuals and as a society. They teach us empathy, improve our ability to think outside the box, and make our lives more exciting.

Equity is essential: All children and young people deserve the chance to be creative. Wealth, background, geography and other characteristics should not be barriers to thriving.

Trust is key: We trust the children and young people we work with. They are the heart of what we do and their voices are vital to the success of our mission.

About the role:

To lead and manage A New Direction's engagement with key strategic sectors with a focus on building cultural education partnerships and place-based work.

A key role, working at a strategic level with a range of stakeholders, focussed on embedding the value of creativity for young people and cultural learning within infrastructure across London. The post leads on two major A New Direction programmes – Challenge London and Local Cultural Education Partnership as well as national partnership investment programmes, and connects with colleagues in similar organisations across the country in this context. In addition, the post leads on the management of the Connected Lab - a peer learning programme for locally focussed cultural education professionals.

The post line manages the Partnerships Coordinator and a variety of freelance advisors.

Key responsibilities:

Challenge group and place-based strategy

- Lead and manage the Challenge Group (an external group who advise on strategy and decision making related to the Challenge)
- Ensure Strand 2 Challenge programmes are established and able to start delivering against their programme plans
- Manage the evaluation of the Challenge with freelance support
- Manage Strand 1 partnerships and evaluations
- Report to the Arts Council on the progress of the Challenge
- Monitor the effective use of budgets

Regional and local partnership

- Lead on relationships with local authorities and regeneration partners
- Maintain and grow the Connected London network including the professional development and peer learning offer
- Ensure a range of Local Cultural Education Partnerships are supported and oversee reporting

- Capture learning about practice in place-based working and ensure this is shared with our partners and networks

Partnership investment

- Develop and run Partnership Investment programmes beyond the Challenge and lead on partnership investment strategy
- Manage permanent and freelance staff and consultants

Stakeholder management

- Maintain positive relationships with A New Direction's key stakeholders, including Arts Council England, regional agencies, local authorities, schools, partners and young people
- Act as the public face of A New Direction
- Undertake other duties which may reasonably be required

Management

- To contribute as part of A New Direction's Senior Management Team
- To line-manage one member of full time staff and support their progression and manage a range of freelancers and other contracts

This is a description of the job as it is presently constituted. It is the practice of A New Direction to periodically review job descriptions and to update them. This process will be conducted in consultation with you. It is the aim of A New Direction to reach agreement on any changes but if agreement cannot be reached, A New Direction reserves the right to insist on such changes to your job description after consultation with you.

Person specification

Skills

- Project planning skills, including the ability to meet deadlines, to keep to budget and to achieve project objectives
- Ability to develop strategy and monitor and evaluate appropriately
- Ability to work with complex policy areas and distil intelligence
- Ability to communicate effectively in a range of different settings and to act as an effective ambassador for the organisation
- Good communication skills in oral, written and visual communications
- Good financial management skills
- Well developed creative skills, with the ability to think laterally and innovatively
- Fundraising and bid writing skills
- Report writing skills
- Computer literate in Microsoft Office (Word, Excel, Powerpoint)
- Line management and delegation skills

Knowledge/Qualifications/Training

- Excellent knowledge of the wider cultural sector
- Understanding of the strategic picture in London and able to identify opportunities for growth and alignment
- Knowledge of a range of evaluation and research approaches as they relate to arts and creative and cultural education
- An understanding of local authority structures including Children's Services
- Educated to degree level or equivalent
- Good knowledge of the statutory education system and the role of the arts, creativity and culture within schools particularly

Experience

- Experience of developing and delivering medium and /or long-term organisational or partnership strategy
- Experience of working with a wide range of stakeholders, including managing complex and potentially sensitive relationships
- Experience of negotiating at a high level
- Experience of the management and control of budgets
- Experience of co-ordinating staff and contractors
- Experience of collecting high quality evaluation evidence
- Experience of brokering new and effective partnerships with creative practitioners and cultural organisations

Approach

- Exhibits a passionate interest in, and commitment to, the best outcomes for children and young people
- Demonstrates confidence in working with young people from a range of backgrounds
- Displays a strong empathy with the values and vision of A New Direction
- Displays a commitment to reflective practice and Continuing Professional Development (CPD)
- Demonstrates a clear communication style
- Is outcomes orientated and solutions focused
- Displays a commitment to developing innovative and flexible ways of working
- Has a high degree of integrity
- Displays a commitment to working positively within a framework, which values and celebrates diversity
- Exhibits a flair for, and understanding of, creativity and creative learning

Special Conditions

It is likely that on occasions there will be a requirement for this role to work unsocial hours including evenings and weekends.