



WORK WITH THE CBSO

CORPORATE PARTNERSHIP MANAGER

We're looking for a Corporate Partnership Manager to drive growth in income from corporate partners, harnessing support from senior colleagues, board members and other volunteer ambassadors wherever appropriate. The post holder will oversee high-quality delivery of agreed benefits to partners and will interface closely with other front-line fundraisers across the team.

APPLICATION DEADLINE: 22nd October 2024

SALARY: £35,000 per annum FTE (pro rata to hours)

HOURS: 21 hours per week (FTE 35 hours per week)

LOCATION: Birmingham/ Hybrid

REPORTING TO: Director or Development



ABOUT THE CBSO

The City of Birmingham Symphony Orchestra (CBSO) is an internationally celebrated symphony orchestra, at home in Birmingham. A family of 90 incredible musicians, led by Music Director Kazuki Yamada, proud to make exciting musical experiences that matter to the people of Birmingham, the West Midlands and beyond.

Resident at Symphony Hall, the orchestra's musicians perform over 150 concerts each year in Birmingham, the UK and around the world, with music that ranges from classics to contemporary, soundtracks to symphonies, and everything in between. With a far-reaching community and education programme, a ground-breaking partnership with Shireland Collegiate Academy Trust, and a family of choruses and youth ensembles, it is involved in every aspect of music-making in the Midlands – and has been for more than 100 years.

This longstanding tradition started with the orchestra's very first symphonic concert in 1920 – conducted by Sir Edward Elgar. Ever since then, through war, recessions, social change and civic renewal, the CBSO has been proudly 'Birmingham's orchestra'. Under principal conductors including Adrian Boult, George Weldon, Andrzej Panufnik and Louis Frémaux, the CBSO won an artistic reputation that spread far beyond the Midlands. But it was when it discovered the young British conductor Simon Rattle in 1980 that the CBSO became internationally famous – and showed how the arts can help give a new sense of direction to a whole city. Rattle's successors, Sakari Oramo, Andris Nelsons and Mirga Gražinytė-Tyla, helped cement that global reputation and continued to build on the CBSO's tradition of flying the flag for Birmingham.

In April 2023, Emma Stenning was appointed Chief Executive and Kazuki Yamada took up the post of Chief Conductor and Artistic Advisor, and in May 2024 became Music Director. Under their dynamic leadership, the orchestra continues to celebrate the joy of music, and the brilliance of its home city of Birmingham, through creating unmissable and unforgettable musical experiences for all.

OUR COMMITMENT TO EQUALITY AND DIVERSITY:

The CBSO is an equal opportunity organisation: we value diversity in our organisation and welcome applications from everyone. We consistently monitor our recruitment process to ensure that individuals are selected based on their relevant merits and abilities and receive equal treatment.

You will be welcomed at the CBSO and will find an inclusive environment where different views and experiences are valued, and everyone is able to be themselves. We recognise and understand the importance of diversity and inclusion and want our organisation to be representative of the audiences, people and communities we serve.



KEY RESPONSIBILITIES

The post-holder will be responsible for tasks including but not limited to:

Corporate partnerships

- Manage CBSO's current corporate partners
- Devise the strategy for the engagement of new corporate partners
- Manage and development CBSO's portfolio of products available to corporate partners, working with colleagues (including CBSO musicians), volunteers and external partners as appropriate
- Researching potential corporate partners proactively
- To manage and service the CBSO Business Ambassadors, recruiting new members when appropriate
- Liaising with volunteer ambassadors and senior colleagues to map potential corporate sponsors within their networks and agree bespoke plans to cultivate each of them.
- Offering high-quality support to facilitate delivery of agreed actions.
- Keeping accurate records of this pipeline using the CBSO's CRM system.
- Leading renewal conversations for corporate sponsors, drawing on support from senior colleagues and volunteer ambassadors as needed
- Overseeing the high-quality delivery of agreed benefits to corporate partners
- Working with the marketing team to develop and promote the CBSO's young professionals' concertgoing offer
- Working with the marketing team to maximise the CBSO's profile and visibility in the business community.
- Attend concerts where corporate partners are in attendance

Financial and other

- Ensuring accurate budgeting, financial reconciliation and in-year reforecasting
- Ensuring fundraising activity is carried out in line with relevant regulation e.g. on tax-efficient giving, GDPR and the Fundraising Regulator's Code of Fundraising Practice
- Work with the Director of Development to advance wider Development objectives for the CBSO and undertake any other duties as may reasonably be required in the post.
- Any other reasonable requests made by your line manager or director of department.



PERSON SPECIFICATION

ESSENTIAL SKILLS:

- Be highly organised, with the ability to plan and deliver major events and to plan the cultivation and stewardship of relationships with a large portfolio of corporate partners, including by proactively managing the involvement of volunteer ambassadors
- Have the skills (including high-quality numeracy and literacy) required to offer 'back office' support of the highest quality to volunteer ambassadors, making it as easy as possible for them to assist us
- Have experience of liaising face to face, by telephone and by email with corporate partners or customers in a business-to-business sales/relationship management environment, and excellent emotional intelligence and relationship-building skills.
- Have the creativity to develop innovative solutions to corporate partners' problems using music as a tool, and to plan compelling development events, working closely with senior colleagues, CBSO musicians and external partners as appropriate
- Be a team player who is willing to take the lead on tasks and relationships when it's appropriate to do so, but who is capable of judging when it would be more appropriate to ask colleagues or volunteer ambassadors for help
- Be rigorously systematic in your approach, with the ability to oversee efficient use of the CBSO's Tessitura CRM system for corporate fundraising purposes
- Have an enthusiasm for (and ideally knowledge of) orchestral music and the broader societal mission of the CBSO. A passion for connecting audiences with joyful musical experiences.



HOW TO APPLY

To apply for the role of Content Creator please send a CV and a supporting statement of no more than two pages of A4 to Hollie Dunster, HR Manager at hdunster@cbsoc.co.uk

We ask that you complete the equal opportunities information online when you submit your application. The information collected will be treated as confidential and used for to help the CBSO improve its approach to becoming a more diverse and inclusive organisation. It will not be treated as part of your application.

Finally, please ensure that you have included your contact number and email address, as well as any dates when you will not be available or might have difficulty with the indicative interview timetable.

RECRUITMENT TIMETABLE:

Application deadline: 22nd October 2024

First round interviews: Shortly Thereafter

QUERIES:

If you wish to have an informal discussion about this role, please Claire Tilt, Director of Development on Ctilt@cbsoc.co.uk



TERMS & CONDITIONS

- Member of CBSO staff, primarily based at CBSO's purpose-built rehearsal and administrative home, CBSO Centre, in central Birmingham with provision for hybrid working.
- This is a permanent employed position.
- This is a part-time role based on 21 hours per week. FTE 35 hours per week
- CBSO staff are entitled to 25 days annual leave (pro rata) plus Public Holidays
- There will be requirement for attendance at evening events (e.g. concerts) and for work at weekends regularly.
- This post is subject to a 6 month probationary period
- Membership of the CBSO's Group Stakeholder Pension Plan