



Business Development and Partnerships Manager

Are you a resourceful, imaginative business development all-rounder with the commercial sharpness and warmth to help fix the digital divide—for good? We're looking for a new Business Development and Partnerships Manager to drive high-value corporate income and strategic partnerships, ensuring everyone has the connection, confidence, and support needed to participate fully in a digital world.

You will be a disciplined pipeline builder and consultative relationship creator, adept at identifying high-value opportunities, translating complex social impact into compelling investment cases, and closing deals that matter. You will enjoy the craft of business development: taking ambitious propositions to market, pitching to senior decision-makers, and negotiating transformational arrangements—from corporate funding and public sector social value partnerships to device donations for our National Device Bank.

This exciting position takes the lead on generating crucial revenue and non-cash value, diving deep into our nation's social infrastructure for digital inclusion to shape tailored, highly persuasive pitches. By bringing commercial acumen, sound judgment, and persistent drive to our team, you will win vital support for life-changing work, positioning Good Things Foundation for a sustainable, innovative, and impactful future.

About us

We are the UK's leading digital inclusion charity, at the heart of the national response, working to deliver immediate and tangible help for people, whilst shaping long-term systems change through advocacy, policy and partnerships.

Nearly 8 million adults still lack the most basic digital skills, nearly 2 million households struggle to afford connectivity and millions more lack the confidence to keep up with changes like AI.

We achieve our impact for digitally excluded people through working in partnership with:

- frontline organisations in the community providing direct support to digitally excluded people and people at risk of digital exclusion

- our strategic partners who share our vision and support us strategically and financially to deliver our mission
- local, regional and central government across the nations delivering services and developing policy

We support digitally excluded people through a blend of national infrastructure and grassroots delivery. Our key services include:

- The National Databank: providing free SIMs and mobile data packages.
- The National Device Bank: a sustainable, circular economy approach to refurbishing and redistributing donated tech.
- The National Digital Inclusion Network: over 8000 organisations working to embed digital inclusion in their work and support digitally excluded people
- Online resources such as Learn My Way and our AI Gateway, designed to support the development of essential digital and AI skills
- What Works Co-Lab: a research and innovation programme generating evidence and piloting new models of digital inclusion delivery and support
- Delivering national digital inclusion projects and support services for clients such as HMRC and Google.org.

Our vision

A world where everyone can participate in our digital society and benefit from digital and AI.

We deliver impact at scale with the partners in the National Digital Inclusion Network. We build evidence and drive innovation in digital inclusion through the What Works? Co-Lab. We want to drive system change through our campaigning, influencing and advocacy work.

Our values

- Collaborative
- Creative
- People-focused
- Curious
- Positive

Job description

Job title:	Business Development and Partnerships Manager
Reports to:	Director of Business Development
Date	October 2026

Role purpose

We are looking for a resourceful, imaginative business development all-rounder. We want you to secure income for the charity aligned with our goals – whether from fundraising with corporate and other patterns, winning commercial tenders or sponsorship. You will be able to sell social impact with commercial sharpness, warmth and credibility, and have the judgement and drive to make things happen.

Good Things Foundation is the UK's leading digital inclusion charity. Our mission is to ensure everyone can participate in our digital society, driving impact through the National Databank, National Device Bank and National Digital Inclusion Network – the nation's social infrastructure for digital inclusion.

People need three things to participate in digital society:

- **Connection:** access to data and devices.
- **Confidence:** training and skills, including digital, AI and media literacy and online safety.
- **Support:** trusted, local help at the point of need.

[Our 2026–2028 strategy](#) has three priorities:

- delivering data, devices and skills training at scale through our 9,000-strong National Digital Inclusion Network, whose local organisations work directly with people facing digital exclusion across the country;
- building evidence about what works by running pilots and testing new approaches in towns and cities, then sharing the findings through the *What Works? Co-Lab for Digital Inclusion*; and
- advocating for fairer digital systems through partnerships and policy change.

Delivering our strategy depends on building ambitious, long-term corporate partnerships. Securing them requires consultative, relationship-led business development: understanding what matters to each organisation and translating measurable social impact into a compelling case for investment.

You will drive corporate business development from opportunity creation through to close and growth. Your core mandate is to secure unrestricted income for Good Things' wider work, funding for ambitious digital inclusion programmes and innovation at scale, and device donations for the National Device Bank.

You will also develop and take to market Good Things' consultancy offer; secure funded roles for Good Things as a social value partner in major public-sector procurements; and build innovative

partnerships that unlock pro bono expertise, donated products and services, joint go-to-market opportunities and other non-cash value. These partnerships should strengthen our products, services and operations, extend our reach or release budget for mission delivery.

This is an external-facing role, centred on face-to-face relationship building, networking, events, pitching and public speaking. You will be able to work autonomously and be trusted to shape propositions, make decisions and take proportionate risks, while working across Good Things to ensure every offer is strategically aligned, credible and deliverable.

The role is permanent and sits within the Partnerships and Fundraising Team. Corporate funding and partnerships are the clear priority; direct government tenders and trusts and foundations are occasional supporting responsibilities.

Main responsibilities

Business Development

- Secure unrestricted corporate income for Good Things' wider work and funding for ambitious, large-scale digital inclusion programmes and innovation.
- Work with the Director of Business Development & Partnerships to develop, validate and take to market Good Things' consultancy offer, establishing a clear proposition, viable delivery model, routes to market and qualified client pipeline.
- Secure funded roles for Good Things as a digital inclusion and social value partner in major public-sector procurements.
- Create partnerships that unlock pro bono expertise, donated products and services, joint go-to-market opportunities and other in-kind value that strengthens our capability or relieves costs.
- Work with internal teams and our external National Device Bank partners to secure substantial device donations, converting corporate assets into national impact.
- Build and manage a qualified corporate pipeline in Salesforce using market intelligence, networks, referrals, CRM data and digital tools, progressing opportunities from prospecting and qualification through negotiation and close to handover and growth.
- Develop and pitch tailored propositions that connect Good Things' evidence and measurable impact to each organisation's priorities, representing Good Things confidently in senior meetings, events, panels and public-speaking engagements.

Relationship Management

- Manage relationships with strategic partners, consultancy clients, prime contractors and consortia, coordinating delivery and reporting, resolving issues and ensuring commitments are met.
- Develop stewardship, renewal and growth plans that deepen engagement, increase income and other value, and connect partner priorities with Good Things' strategy and impact.

Finance, Governance and Corporate Responsibility

- Ensure prospecting, due diligence, income generation and partnership management comply with relevant law, fundraising standards, contractual obligations and Good Things Foundation's policies.
- Work across teams to develop and negotiate propositions and agreements that are strategically aligned, evidence-led, fully costed and deliverable, with appropriate approvals, handover and reporting arrangements.
- Use AI and other digital tools responsibly to accelerate research, analysis, outreach and proposal development while protecting quality, confidentiality, data and ethical judgement.

Accountability

- Take ownership of agreed income, partnership and non-cash value targets, maintaining accurate CRM records and a realistic forecast and reporting progress, risks and next steps clearly.
- Plan and prioritise your own work, make sound decisions within delegated authority and take proportionate risks, keeping the Director of Business Development informed and seeking advice or escalating at the right time.
- Undertake other reasonable duties aligned with your skills and experience.

Person specification

The criteria below describe what success in the role requires. Evidence may come from the charity, public, higher education, or private sectors, or from a transferable combination of them.

We welcome applications from people who can demonstrate many, though not necessarily all, of the experience and attributes below.

Knowledge, Experience & Skills

- A demonstrable track record of winning and growing corporate partnerships that generate unrestricted or project funding and/or significant non-cash value, with personal responsibility for progressing opportunities from prospecting and qualification through budgeting, negotiation, close and growth.
- Evidence of selling social impact to corporate audiences: understanding what matters to a business and translating a complex mission, evidence and outcomes into a compelling case for investment where returns may be social, strategic and reputational as well as financial.
- Experience developing new propositions, offers or partnership models and testing routes to market. Experience of consultancy, social value, public-sector procurement, device donation or other large-scale in-kind partnerships is desirable.
- Strong working knowledge of corporate business development and partnership models.
- Highly effective consultative selling, networking and relationship-building skills, with the credibility to engage senior stakeholders face to face, negotiate well, ask for commitment and represent Good Things confidently at events, panels and public-speaking engagements.
- Excellent proposition, proposal and bid-writing skills, able to turn complex social issues, evidence, lived experience, budgets and impact measures into distinctive, costed and deliverable offers.
- Strong analytical and organisational skills, able to prioritise a pipeline, maintain accurate CRM records, forecast realistically and use financial, market and impact information to make sound decisions.
- Strong digital fluency across CRM, collaboration, research, data and AI-enabled workflows, using technology efficiently while applying sound judgement on accuracy, ethics, confidentiality, data protection and information security.
- A clear understanding of digital inclusion and the ability to connect Good Things Foundation's mission and 2026-2028 strategic priorities to the interests of corporate and public-sector partners.

Qualities & Behaviours

- Warm, credible and perceptive, with the confidence to challenge constructively, make a clear ask and seek commitment.
- Tenacious, proactive and resilient, able to sustain momentum through rejection, ambiguity and long decision cycles.
- Commercially astute and curious, combining analytical thinking with sound judgement and an instinct for the strongest opportunities.
- Resourceful and imaginative, able to spot connections, think beyond obvious routes and turn ideas into practical action.
- Self-directed and accountable, comfortable making decisions and taking proportionate risks within agreed parameters, while working inclusively and collaboratively and escalating appropriately.

Other requirements

- Ability and willingness to travel regularly within the UK, particularly to Sheffield and London, for partner meetings, networking, events and public speaking.

- Commitment to safeguarding vulnerable adults and to following Good Things Foundation's relevant policies and procedures.
- Commitment to equity, diversity, inclusion and accessibility, and to the responsible handling of data and information.
- Ability to satisfy the pre-employment checks set out below.

Inclusive recruitment approach

We welcome applications from people who are looking to work flexibly in terms of hours and locations and particularly from people with diverse backgrounds and experiences.

Our values underpin our equity, diversity, and inclusion commitments. It's only through promoting inclusion that we can truly embody the values of being people-focused and collaborative. Creativity is central to Good Things and we understand that having a diverse workforce drives innovation and creativity.

As an organisation, we're committed to ensuring that individual contributions are encouraged and valued. We recognise the significant benefits that can be achieved from striving towards a workforce that represents our partners in thousands of communities across the UK and further afield.

We therefore welcome applications from everybody who is committed to our vision and values and can demonstrate the skills, competencies, and experience required for the role applied for.

We are open to discussing the possibility of a secondment from organisations within the National Digital Inclusion Network and/or in any of our partner organisations.

Terms of appointment

Salary	£39,000–£44,100 depending on experience. Higher-range appointments will normally be reserved for candidates who meet the essential criteria and bring substantial experience – for example, winning corporate partnerships, securing income and non-cash value, progressing opportunities to close and developing new offers or markets.
Location	Hybrid / Home Working Good Things Foundation is headquartered in Sheffield. We welcome candidates based in Sheffield, London or somewhere with practical access to both. Staff work flexibly across home and face-to-face settings. The role requires regular UK travel, particularly to Sheffield and London, for meetings, networking, events and public speaking. Travel to Sheffield to fulfil your role duties is considered normal commuting and the costs or time will not be reimbursed.
Hours	Full time *Flexibility of working patterns may be discussed with candidates if required
Benefits	See list of our benefits on our Working at Good Things webpage.

How to apply

Please email your application to recruitment@goodthingsfoundation.org by the closing date and time of **Sunday 6th September 11:55pm**. Please attach your CV and a supporting statement, of no more than two sides, that sets out:

- Tell us why you want to be Good Things Foundation's Business Development and Partnerships Manager?
- How will your skills and experience directly contribute to our mission and strategic aims?
- Explain the main challenges facing people experiencing social / digital exclusion and how Good Things can help overcome those challenges in the next three years?

Applications which do not include both a CV and covering letter will not be considered.

We would also be grateful if you would complete the [Equality and Diversity monitoring form](#) on the online application process. This form is for monitoring purposes only and is not treated as part of your application.