



Together we make it V&A

V&A South Kensington,
V&A East and Young V&A
Head of Partnerships

V&A

Reports to Director of Development

Department Development

Line Management Senior Partnerships Manager (x3)

Principal Location V&A South Kensington

Hours 36 hours

Salary Competitive

Contract Fixed Term, 12 months





Who we are

The V&A is a family of museums dedicated to the **power of creativity**. Our mission is to **champion design and creativity** in all its forms, advance cultural knowledge, and inspire makers, creators and innovators everywhere. We share a 5,000-year-old story of creativity through **exhibitions, events, educational programmes, digital experiences, conservation, research**, and an ever-evolving national collection of over 2.8m objects spanning **every creative discipline**.

The V&A Development department is critical in enabling the V&A to fulfill its mission through income generation. The department is responsible for securing funds from individuals, companies, trusts and foundations, as well as via venue hire and brand and image licensing businesses. The income raised by the Partnerships Team provides essential support for acquisitions, exhibitions, learning programmes and many other activities.

About the role

The Head of Partnerships is responsible for creating and leading the strategy for maximising corporate income and developing new sponsorship opportunities for the V&A's family of sites.

1. Develop and direct the strategy and plans for corporate partnerships to maximise income, resources, profile and influence from the private sector

2. Manage major exhibition partners throughout the development of the exhibition, contract negotiations and partnership delivery to ensure high levels of satisfaction with a view to maintain support for the museum beyond the exhibition

3. Negotiate key partnerships from contract initiation to signature and oversee effective account management. The role is responsible for circa £10-20+ million in accounts annually

4. Create new and enhanced packages and opportunities across all V&A sites to increase marketplace interest and engage corporate support for areas beyond the exhibition programme i.e Learning programmes, capital projects, acquisitions and increasingly, cataloguing and digitisation projects

5. Establish specific and clear objectives with each sponsor/partner and ensure these are communicated internally and implemented by the Partnerships Team and colleagues across the museum.

6. Leading a team of 7, work closely and co-operatively with the rest of the Development and Licensing teams and the wider V&A departments including Senior Management, Directorate, V&A East, Exhibitions, Curatorial, Research, Marketing, Press, Events, Visitor Services, Learning and Finance

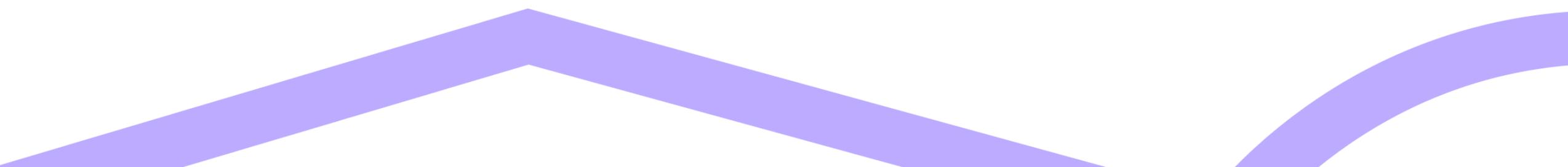
7. Build relations with V&A Advisory Board members, CEO's, CMOs, CFOs and relevant Trustees to maximise their networks and expand the V&A's portfolio of corporate sponsors

8. Oversee and deliver the corporate membership strategy to ensure retention of members and growth of income by attracting new members to the scheme. Ensure the corporate membership scheme remains cost effective for the museum and competitive in the wider market

9. Ensure the team deliver best-in-field stewardship of partnerships, corporate members and patrons

10. Be responsible for creating and managing corporate income targets and annual expenditure budgets

What we're looking for

- Strategic thinker able to identify and cultivate existing and new partnerships to achieve annual targets
 - Outstanding presentation, negotiation and relationship-building skills, with exceptional attention to detail
 - Must demonstrate calm confidence with an ability to negotiate benefits and resolve issues
 - Significant experience of working in fundraising or commercial brand partnerships at a leadership level
 - Proven track record of sales and account management including six/seven figure value accounts
 - Experience of leading a team and line management
 - A collaborative team player with the confidence to manage, prioritise, share projects and delegate tasks as necessary whilst maintaining an overview of all current business
 - Good knowledge of UK and international business and retail sectors.
 - Shares our Values of Sustainability, Equity, Creativity, Collaboration & Generosity
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Why work here

We strive to integrate **equality, diversity, and inclusion** consistently and naturally into all our activities.

We are proud to be an **open, tolerant, and diverse** organisation. We want to do more to welcome a broader audience and develop a more diverse workforce.

The V&A values are **Equity, Sustainability, Generosity, Collaboration and Creativity.**

Disability Confident

We are committed to guaranteeing an interview for applicants who declare they have a disability and meet the minimum criteria for the role.



What we offer you

We want to support you and your well-being throughout your employment journey, so we provide a competitive range of benefits such as:

- **29** days of holiday plus public holidays each year (pro-rata if you work part time)
- Competitive defined contribution pension scheme offering up to 10% contribution from the V&A
- Life Assurance of 4x your annual salary
- Family-friendly policies (for example, enhanced maternity and parental leave, paid carers leave)
- Interest free loans for your travel to work and rental deposits
- Cycle to work scheme
- Exclusive access to My V&A Benefits – an app bringing together all your V&A Benefits, retail discounts and wellbeing benefits on the go!
- Employee Assistance Programme – free and confidential services to support your wellbeing
- Complimentary tickets to V&A exhibitions for you, your friends or family
- 25% discount in all our V&A shops and on site cafés
- Free entrance to many other major museums and exhibitions



What next

Apply here

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Application Deadline

16 March 2025

We operate anonymous shortlisting at the V&A. This means that the manager cannot see your name, contact information, or equality data when shortlisting your application.

We are a Disability Confident Employer offering guaranteed interviews to those who declare their disability and meet the job criteria under the Disability Confident Scheme.

Interview/Assessment days 24 or 26 March 2025

Potential Start Date

2 June 2025

Any Questions?

Contact our Recruitment team at careers@vam.ac.uk



Thank you

Together we make it V&A

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V&A