

Job Description – UK Director of Partnerships

Reports to: Managing Director

Based: Homebased but travel across the UK as required.

We're based in Peterborough and have offices in Bradford, and Bathgate in Scotland, and it is expected that this position will require travel for meetings, conferences, and events.

Hours: Monday to Friday, from 08:30 until approx. 16:30 (totalling 35 hours per week). A flexible approach to working hours will form part of this role.

Who we are

The RHA is a member-led trade association supporting people and businesses in the road transport industry.

Find out more about us and our values on our website <https://www.rha.uk.net/>.

At the RHA we believe that through collaboration and being a supportive, trusted partner, we can achieve great things. Our hybrid working approach allows our people to work both in our office locations and at home, providing flexibility and resources to succeed in your role.

At the RHA, our Equity at work strategy is aligned to our company values and who we are. We are committed to driving inclusion for all; aspiring to create a workplace that is fully representative of the communities and members we serve.

What you'll do

As the UK Director of Partnerships, you will lead our efforts to build and maintain strategic partnerships, engage with our key stakeholders and drive initiatives that benefit our members and the industry. This key Senior leadership role is responsible for creating and executing a comprehensive partnership and engagement strategy, fostering collaboration, and enhancing the Association's overall impact.

Key responsibilities and duties:

The following is not an exhaustive list of duties, and it is expected that the remit and responsibilities of the role will grow and evolve over time.

1) Partnership Development:

- Design and implement a strategy for corporate engagement, ensuring alignment with the RHA's values and priorities in all partnerships.
- Identify, negotiate and establish partnerships with industry stakeholders, government agencies, educational institutions, and other relevant organisations.
- Foster relationships with key partners to drive mutually beneficial projects and initiatives.

2) Key Member Engagement:

- Leading the membership team to develop and implement member engagement strategies to enhance the value of membership and participation.
- Collaborate with or established groups and working groups to ensure key members are actively involved in the Association's activities.
- Actively engage with and manage the RHA's key members, ensuring the Association is able to develop any potential commercial opportunities going forward.
- Seek to develop and implement a range of commercial partnership opportunities to develop the trade association.

3) Leadership, Mentorship and Strategic Development:

- As a member of the SLT, contribute to the development of the RHA's strategic plan, with a specific focus on commercial activities, partnerships and engagement.
- Devise, monitor and report on budgets and key performance metrics for the organisation, especially those related to partnerships and engagement activities.
- Assist the Association in providing mentorship, guidance, and support to team members.

Experience and Skills Required:

- Credible leadership experience, ideally within a professional body or trade association or a similar commercial role in a different sector.
- Strong commercial experience and a demonstrable ability to negotiate and manage complex multi-stakeholder partnerships.
- Excellent interpersonal and communication skills, with the ability to work with a wide variety of stakeholders within the road transport industry.

What we offer

We believe that taking care of our employees is the key to their success. That is why we offer an excellent remuneration and benefits package, 25 days holiday entitlement plus bank holidays for full-time employees and paid leave for charity projects. You can also purchase additional holiday.

We offer an extensive benefits package including private medical and dental insurance following completion of probation, Cycle scheme, monthly prize draw, Medicash and pension schemes. We take pride in our commitment to supporting you at every stage of your career by providing top notch learning and development pathways.

Support

If you require any reasonable adjustments or have an accessibility request as part of your recruitment journey, for example, extended time or breaks during interviews or assessments, a sign language interpreter, or assistive technology, please contact our HR team for further support. We are proud to be a Disability Confident Employer.

