FOOD BANK AID

Food Bank Aid
Candidate Recruitment Pack

Philanthropy and Corporate Senior Manager



Welcome

Dear Candidate,

Thank you for your interest in becoming Food Bank Aid's new Philanthropy & Corporate Partnerships Senior Manager. This is an important moment for our charity and a genuinely exciting time to join our team.

We are a dynamic and committed organisation, full of people who care deeply about the impact of poverty on the lives of Londoners.

- Poverty rates in London have been higher than in the rest of England for at least the last two decades
- Latest reports have also captured that London has the highest child poverty rate in England with 1 in 3 children (700,000) living in poverty.

Poverty Hurts More Than Just Pockets. It steals health. It erodes confidence. It causes stigma. It isolates. Now is our time to act.

Food Bank Aid is a young charity with a clear sense of purpose of keeping the food banks fed, and we want to reach even more food banks in the years ahead.

Strengthening our Philanthropy and Corporate income streams is key to this.

We have developed a new **Philanthropy & Corporate Senior Manager** role to bring fresh insight, skills and positive challenge to help support our income generation. We value experience, curiosity, integrity, thoughtful judgement and a genuine commitment and passion to our mission.

If our purpose resonates with you and you want to make a meaningful difference for food banks and their clients in North London, we would be delighted to hear from you.



Alyson Walsh
CEO
FOOD BANK AID

About Food Bank Aid

Our Vision

Food Bank Aid strives for a future where no-one goes to bed hungry, and food banks are no longer needed. Until then, we are steadfast in our fight to combat food poverty across London, ensuring that food banks have the resources they need. Committed to 'Keeping the Food Banks Fed', we aim not only to support those in need today but at the same time, to sow the seeds and inspire the next generation of compassionate philanthropists.

The Food Bank Aid Story

Food Bank Aid began life in April 2020 (during the Covid-19 pandemic) when our founder Naomi Russell, started a collection for her local food banks.

Today, Food Bank Aid distributes food, toiletries, and household goods to 33 food banks across north London and Hertfordshire, from Watford to Tottenham and everywhere in between. The food banks we support in turn serve an estimated 20,000 people every week. We have provided food banks with £9 million worth of goods since we opened.

Our mission

Our mission is to empower food banks by providing exactly what they need, from providing the basics to filling the gaps of food, household and toiletry items that otherwise can't be sourced reliably.

Our comprehensive offer includes targeted cultural and dietary foodstuffs, limiting waste and ensuring that clients have the ingredients to cook the meals that they and their families enjoy the most.

Through our Food Poverty Schools Education programme, we inspire children and young adults to take action and build a foundation of empathy and kindness, shaping their futures in social responsibility and philanthropy.

Our approach brings communities together across ages, faiths and backgrounds, fostering connections that build confidence, purpose, and a sense of belonging. By uniting people, we create a stronger, more supportive community that helps reduce isolation, builds confidence and allows individuals to thrive.

What makes Food Bank Aid different

- **People-Centric** – we provide essential food and household items, based upon the needs of food bank clients and the knowledge of their individual circumstance, be it dietary requirement, ages of their children or available cooking equipment. This is targeted support to provide exactly **what** is needed, **when** it is needed.
- **Nutritious Ingredients:** We provide vital ingredients to support home cooking, as well as convenient foods which need little preparation. This way, nothing is wasted.
- **Community Driven:** Community sits at the heart of our organisation, whether that's utilising our local community to pack, distribute, and deliver to the food banks or running our Schools' programme to reach future generations of community-minded adults. Currently, 400 dynamic volunteers of all faiths, support the work of Food Bank Aid.
- **Partnership:** We connect our food bank managers to create a network where they can share expertise, best practice, concerns or support. We also add value by facilitating access to new suppliers, learning resources and equipment. This network is also used to exchange excess items and signpost new opportunities.

Food Bank Aid's Values

Our values are at the heart of everything we do, including the way our Trustee Board works.

- **Compassion and Empathy:** We listen with empathy and respect for each other, valuing individual experiences and feelings while treating people with kindness and dignity.
- **Integrity:** We always act with honesty and transparency. We respect and adhere to the Charity's objective of the prevention or relief of poverty, particularly food poverty.
- **Diversity and Inclusion:** We foster an environment that embraces and celebrates differences. As a non-denominational charity, we create a place and community where everyone feels welcome and valued, and where differences are embraced.
- **Collaboration**: We deeply value the contributions of our entire team, whether volunteers, community groups, supporters and suppliers.
- **Resilience and Learning:** We are resilient and adaptable in the face of challenges and continuously seek innovative solutions to secure the charity's long-term success
- **Impact:** We endeavour to deliver tangible support for sustainable solutions.

These values reflect our objective to engage and uplift our communities to support their neighbouring communities, whilst ensuring dignity and respect for all.

Role Purpose

This is a key senior role within a small but dynamic London-based charity to grow income and awareness from high value relationships across Major Donors and Corporate Partners.

Over the past 12 months, Food Bank Aid has laid the foundations for a new relationships fundraising programme. During this time, a Corporate Partnerships Lead established a strong pipeline of prospective partners and supporters, developed a suite of propositions and recommissioned relationships with existing Corporate Partners to support Food Bank Aid's mission.

In addition, Food Bank Aid is fortunate to be supported by a crucial cohort of Major Donors and a pipeline of high value supporters to convert.

We are now taking the opportunity to reconfigure roles, skills and capacity to bring high value relationships under one main position.

Reporting directly to the CEO, the **Philanthropy and Corporate Partnerships Senior Manager** will have the scope and autonomy to cultivate existing partnerships and identify and secure new ones. The team is supported by a Data and Fundraising Officer.

This is a pivotal stage for someone with excellent leadership and relationship skills, the creativity to develop compelling propositions and the ability to influence a wide range of stakeholders. As Food Bank Aid's first full-time **Philanthropy and Corporate Senior Manager**, you will make your mark in steering our new fundraising approach and create lasting impact for Food Bank Aid and the food banks we support.

You will manage a mixed portfolio of existing and warm prospects whilst building a pipeline of new high value opportunities. To do this, you will:

- Successfully lead Food Bank Aid's Philanthropy and Corporate income streams to develop our ambitious growth strategy for existing and new relationships.

- Lead excellent stewardship and account growth plans, with a focus on deepening engagement and developing longer-term, multi-year strategic partnerships.
- Promote a portfolio of fundraising products and activities for partnerships, including maximising offers of Pro Bono support.
- Implement an innovative approach to diversifying Corporate income streams, e.g., Sponsorships and Commercial partnerships.
- Work with the CEO on prospecting for new donors and opportunities.

This role operates on a hybrid working basis, with a current requirement to work from Food Bank Aid's Hub for three days per week.

Responsibilities:

- Proactively research, identify, and cultivate a pipeline of Major Donor and Corporate prospects.
- Respond to invitations for Corporate Charity of the Year pitches and proactively seek out new ones.
- Work with the Marcomms Officer to deliver appropriate communications in recognition of Corporate Partners' milestones and to steward Major Donors.
- Play a key role in the charity's annual Crowdfunder campaign.
- Regularly plan, monitor, and report upon progress against Major Donor and Corporate Partnerships KPIs.
- Confidently use CRM databases, such as Donorfy, to manage relationships and track your pipeline.



Skills and Experience:

The ideal candidate will:

- Be a self-starter who is excited to drive high growth and be a part of Food Bank Aid's new approach, working alongside the CEO and within a small but dynamic team.
- Have a proven track record of proactively identifying leads and building a prospect pipeline, securing initial engagements, and cultivating new business opportunities.
- Have significant experience winning high-value new relationships of at least five figures.
- Be a creative thinker with the ability to develop bespoke and innovative proposals to meet Donor and the Charity's objectives.
- Be a professional and persuasive communicator, with highly developed interpersonal skills; being compelling and engaging both in person and in writing.
- Be highly collaborative and effective in building working relationships internally and externally.

How to Apply

Please send a CV and separate covering letter outlining your suitability for this role and why it interests to you, to: Recruitment@foodbankaid.org.uk by **27th November 2026.**

- 1st round interviews will be held online during week commencing **7th December 2026**
- 2nd round interviews will be held at Food Bank Aid's Hub during week commencing **14th December 2026**