

Job description

Job title:	Strategic Partnerships Manager
Grade:	Grade 13
Job evaluation reference:	BA6105
Job family:	Business, Policy and Administration

Purpose and impact

1. Lead the development and management of strategic partnerships that drive collaborative working across public, private, and voluntary sectors. Cultivate high-value relationships, align shared priorities, and leverage collective resources to deliver strategic outcomes and improve outcomes for residents.
2. Advance authority and regional priorities by influencing policy, securing investment, and ensuring effective partnership working.
3. Provide leadership and coordination for the council's approach to lobbying, supporting strategic engagement with external stakeholders and shaping external agendas to benefit Dorset's communities.

Key responsibilities

4. Lead the development, management, and coordination of strategic relationships across the authority, including those embedded within directorates, to ensure a unified and impactful approach to partnership working.
5. Build, lead, and manage strategic partnerships with local authorities, public sector partners, and senior stakeholders across public, private, and voluntary sectors, aligned with organisational priorities.
6. Represent Dorset within government networks and regional and national partnership bodies (e.g., Wessex, Town and Parish Councils, Britain's Leading Edge, Great South West), advocating for local priorities and influencing regional and national agendas through effective lobbying.
7. Build relationships with national, regional, and local decision-makers, opinion formers, and think tanks to advance organisational objectives and secure funding opportunities.
8. Identify and develop new partnership opportunities that align with organisational priorities and maximise collective impact.
9. Support the development and delivery of regional strategies, ensuring alignment with national policy and funding opportunities.
10. Facilitate collaboration and joint working, driving creative solutions to strategic challenges and overcoming barriers to partnership working.
11. Provide expert advice to senior leaders and elected members on partnership, lobbying and stakeholder engagement.
12. Lead the planning and implementation of cross-cutting strategies to deliver organisational priorities.
13. Take a systems approach to overcoming complex issues and delivering strategic priorities, ensuring that solutions address root causes and drive sustainable change across organisational boundaries.
14. Collaborate with internal and external partners to champion and deliver health and wellbeing initiatives, coordinating activity across organisational boundaries to support strategic priorities and drive sustainable change.



15. Coordinate efforts to secure external funding for the authority, the wider Wessex footprint, and the South West region.
16. Monitor, evaluate, and report on the effectiveness of partnership activities and lobbying, recommending improvements to ensure continuous development and improved outcomes for residents.

NB: The duties and responsibilities of this post are not restrictive, and the post holder may be required on occasion to undertake other duties. This will not substantially change the nature of the post.

Supervision and management

Reporting to: Delivery Lead - Communities

Responsibility for: No direct line management responsibility but the post holder will have matrix management responsibility for key contributors including Senior Policy Officer / Policy Officer

Other factors

17. The role requires the ability to travel as necessary to fulfil its responsibilities, including regular travel within the South West region and occasional travel to other parts of the UK.
18. This is not a remote role. Regular attendance at County Hall, Dorchester is required to support collaboration, engagement, and delivery of key responsibilities.

Our values

Our values act as guiding principles, defining what we believe is important in the ways we work together. Our values are Respect, Together, Accountability, Openness and Curiosity. You will need to be able to demonstrate these values in action through the way you work, regardless of your role within the organisation. Information about our values can be found on our website.



Person specification

Your application will be assessed based on your demonstration of how you fulfil the following criteria; you should include clear examples of how you meet these criteria within your application form and during the assessment process.

Essential

Essential criteria are the minimum requirement for the above post and will be assessed through a combination of your application form, assessment and interview (as specified below). We'll also use references to confirm that you meet the criteria for this role. We will require evidence of the qualifications, training or registrations listed below.

Qualifications, training or registrations Required by law or essential to the performance of the role or both	Assessed through:
1. Degree or equivalent professional qualification relevant to public sector, policy, or partnership working.	Application form
2. Evidence of ongoing professional development in leadership, partnership or strategy.	Application form
Experience	
3. Proven experience coordinating policy and strategy development in a complex organisation, managing complex work programmes, developing successful campaigns and partnerships, advising senior managers and stakeholders on high-profile issues, and supporting staff with competing work demands	Application form
4. Experience of working in a complex political environment, ideally within central, regional, or local government	Application form
Knowledge	
5. In-depth understanding of the challenges and opportunities facing local government and partnership working	Application form Interview Assessment
Skills and abilities	
6. Ability to interpret and respond to national policy developments	Interview Assessment
7. Strategic thinker with a proactive approach to problem-solving	Interview Assessment
8. Excellent communication, negotiation, and influencing skills	Interview Assessment
9. Strong track record of building and managing relationships with senior stakeholders	Interview Assessment
10. Ability to facilitate joint working and maximise collective impact across diverse organisations	Interview Assessment
Our values	
11. Respect	Interview Assessment
12. Together	Interview Assessment
13. Accountability	Interview Assessment
14. Openness	Interview Assessment
15. Curiosity	Interview Assessment



Other	
16. Ability to fulfil the travel requirements of the post	Application form

Desirable

Desirable criteria will be used in the event of multiple applicants meeting the minimum essential requirements and if applicable, will be assessed through a combination of your application form, assessment, interview and references (as specified below). If you meet the desirable criteria, we will require evidence of the qualifications, training or registrations listed below.

Qualifications, training or registrations	Assessed through:
17. Postgraduate qualification in public administration, management, or a related field	Application form
Experience	
18. Experience of securing significant external funding or investment through partnership working	Application form
19. Experience of leading cross-sector initiatives or multi-agency programmes	Application form
Knowledge	
20. Knowledge of the regional policy landscape and key partnership bodies (e.g., Wessex, TAPC, Britain's Leading Edge, Great South West)	Application form Interview Assessment
Other	
21. Membership of a relevant professional body (e.g., CIPFA, SOLACE, LGA)	Application form

Approval

Manager's job title: Head of Strategy
Date: October 2025

