

CBSO

City of
Birmingham
Symphony
Orchestra

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WORK WITH THE CBSO

SENIOR CORPORATE MANAGER



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The Senior Development Manager (Corporates) is the strategic lead for all corporate income at the CBSO, with full accountability for the development, delivery and performance of the corporate fundraising strategy.

The postholder will set the direction for corporate partnerships, determine income growth targets in agreement with the Director of Development, and be responsible for achieving ambitious financial outcomes. The role will operate at senior executive and Board level, shaping the organisation's commercial positioning within the Birmingham and national business communities. This is a strategic income leadership post with organisational influence and decision-making authority.

HOURS: 35 hours per week

HOLIDAYS: 25 Days pro rata plus bank holidays

LOCATION: Birmingham based with some hybrid working

REPORTING TO: Director of Development

SALARY: £40,000 per annum

ABOUT THE CBSO

[The City of Birmingham Symphony Orchestra](#) (CBSO) is an internationally celebrated symphony orchestra, at home in Birmingham. A family of 90 incredible musicians, led by Chief Conductor and Artistic Advisor Kazuki Yamada, proud to make exciting musical experiences that matter.

Resident at Symphony Hall, the orchestra performs over 150 concerts each year in Birmingham, the UK and around the world, with music that ranges classics to contemporary, soundtracks to symphonies, and everything in between. For more than 100 years, it has been involved in every aspect of music-making in the Midlands, and through its wide-reaching community and education projects, and family of choruses and youth ensembles, this continues to grow. Helping to build a life-long love of music for audiences, communities and musicians across Birmingham, the West Midlands and beyond.

OUR COMMITMENT TO EQUALITY AND DIVERSITY:

The CBSO is an equal opportunity organisation: we value diversity in our organisation and welcome applications from everyone. We consistently monitor our recruitment process to ensure that individuals are selected based on their relevant merits and abilities and receive equal treatment.

You will be welcomed at the CBSO and will find an inclusive environment where different views and experiences are valued, and everyone is able to be themselves. We recognise and understand the importance of diversity and inclusion and want our organisation to be representative of the audiences, people, and communities we serve.

KEY RESPONSIBILITIES

Leadership & Organisational Influence

- Provide strategic leadership for corporate fundraising activity across the organisation.
- Act as the senior internal authority on corporate partnerships, advising the Chief Executive and Board on corporate engagement strategy.
- Shape cross-departmental collaboration to maximise commercial opportunities and partnership value.
- Position the CBSO as a leading cultural partner within the Birmingham business community, proactively building strategic relationships with key regional employers and sector leaders.
- Represent the organisation at senior business forums, influencing perceptions and building high-level networks.

Income Growth

- Develop and implement a multi-year corporate partnerships strategy aligned to the CBSO's artistic, financial and civic ambitions.

- Hold full responsibility for corporate income targets, growth trajectory and pipeline health.
- Identify, cultivate and secure high-value and multi-year partnerships, including headline and principal sponsorships.
- Lead on complex negotiations and partnership agreements at senior executive level.
- Regularly report on performance, risk and opportunity to the Director of Development, Senior Management Team and Board as required.
- Drive a culture of commercial thinking and income optimisation within corporate fundraising.

Portfolio & Proposition Development

- Oversee the development and evolution of the CBSO's corporate partnership offer, ensuring it is commercially competitive, creatively compelling and mission driven.
- Design high-value, bespoke partnership propositions aligned to corporate CSR, ESG, brand and employee engagement objectives.
- Work collaboratively with the Audiences team to enhance visibility, brand positioning and engagement within the business community.
- Oversee strategic initiatives such as the CBSO's young professionals' offer as part of broader business audience development.

Operational Oversight & Governance

- Oversee the strategic stewardship framework for corporate partners, ensuring delivery standards are embedded and consistently achieved across the organisation.
- Oversee robust pipeline management, forecasting and reporting through effective use of the Tessitura CRM system.
- Lead accurate budgeting, financial reconciliation and reforecasting for corporate income.
- Ensure compliance with fundraising regulation, GDPR and best practice.

PERSON SPECIFICATION

You will:

- Demonstrable experience of leading corporate income strategy at senior level.
- Evidence of securing six-figure or principal-level sponsorships
- Experience reporting to Boards or Trustees on income performance, with strong negotiation and influencing skills.
- Have substantial experience managing high-value relationships within a business-to-business environment.
- Have experience of overseeing CRM systems and performance reporting for pipeline management.

- Demonstrate the ability to lead strategically while delivering personally against ambitious income targets.

Personal Attributes

You will be:

- A confident senior leader
- Entrepreneurial, strategic and results-driven.
- Highly organised with strong attention to detail
- Passionate about the power of orchestral music and committed to the wider civic mission of the CBSO.

Key Relationships

- Corporate partners and sponsors
- Birmingham business community
- Director of Development, Chief Executive and Senior Management Team
- Board members
- Audiences team
- CBSO musicians

