



Partnerships Director

05.10.26

London | Hybrid - candidates should be based in or within easy reach of London

Reporting to: Chief Executive Officer

Member of the Leadership Team

Application deadline: Monday 26 October at 17.00

Contact: greg.elton@day-2.com

About Chapter Zero

Our purpose at Chapter Zero, The Directors' Climate Forum, is to equip and inspire non-executive directors and Chairs to lead on climate from the boardroom.

We are a vibrant peer-to-peer community of more than 3,600 members, working with partners, funders, Fellows and Supporting Chairs to embed climate considerations into boardroom decision making. Chapter Zero members are represented on the boards of 81% of the FTSE 100 and 70% of the FTSE 250, as well as over a third of large private companies. Chapter Zero members on financial services boards in the FTSE 350 are accountable for more than £5 trillion of assets under management between them.

Working with Directors representing industry and corporations, civil society, governments and arms' length bodies, Chapter Zero members' boardrooms form a golden thread across the UK economy. Chapter Zero is a founding Chapter of Chapter Zero Alliance, a global network of 34 Chapters across more than 70 countries.

Chapter Zero works through partnership. We collaborate with more than 100 organisations across professional services, law, executive search, business schools, NGOs, membership bodies, communications and media. Many of these relationships are pro bono: partners bring expertise on strategic topics and Chapter Zero translates that expertise for a boardroom audience. We also work with funded partners including Wellcome, ClIFF, LSEG Foundation, Laudes Foundation and IKEA Foundation.

Our unique point of difference is that we convene and publish specifically for NEDs and Chairs. We explore how climate sits alongside other significant and often competing boardroom agendas, including AI, cyber, geopolitical instability, competitiveness and capital allocation. The organisation operates in a high-influence environment with demanding stakeholders and a relatively lean structure, with standards that reflect the seniority of the audiences we serve.

The Role

We are seeking a Partnerships Director to lead the development, stewardship and successful delivery of Chapter Zero's strategic partnerships. Reporting to the CEO and operating as a member of the Leadership Team, this is a senior role requiring equal confidence in strategy, external relationships and execution.

You will own and grow a portfolio of partner organisations, understand their priorities, build strong relationships at multiple levels and shape opportunities that create value for Chapter Zero, our members and our partners. The emphasis is not on acquiring partners for volume; it is on developing the right relationships and ensuring that what we agree is delivered to a consistently high standard.

You will bring strong commercial judgement to partnership decisions, understanding when a relationship should be pro bono, when it may have potential to evolve into a funded relationship, and how partner value can be created without compromising Chapter Zero's purpose or independence. Some partners may also be funders, so you will work closely with the CEO and fundraising colleagues where those relationships overlap, while not owning fundraising itself.

Partnerships come to life through programmes including roundtables, webinars, conferences, discussion forums, publications, thought leadership, articles and case examples. You will be accountable for the end-to-end success of that activity: shaping the proposition, agreeing objectives with the partner, ensuring the right audience and content, overseeing delivery through the team, and reviewing impact and partner value afterwards.

A key part of the role is leading four programme managers. You will not be expected to personally manage every logistical detail, but you will be expected to put in place the planning, standards, accountability and oversight that ensure high-profile delivery is consistently excellent. Every time a member, partner or senior stakeholder is in the room with Chapter Zero, the experience must reflect the quality and credibility of the organisation.

You will work closely with the Senior Director, Finance & Operations on capacity planning, programme cadence, funded deliverables and resource constraints, and with the Communications Director and editorial colleagues to ensure activity reaches the right audiences and extends beyond the room through digital content and wider engagement.

KEY AREAS OF RESPONSIBILITY

Partnership Strategy and Growth

Develop and deliver Chapter Zero's partnership strategy in alignment with the organisation's strategy, impact priorities and available capacity.

Segment and prioritise partner relationships so time and resources are focused where Chapter Zero can create the greatest impact and value.

Deepen and grow existing partnerships while selectively developing new strategic relationships that extend Chapter Zero's reach, influence and impact.

Develop compelling partnership propositions that are relevant to a boardroom audience and clear about what success should look like for Chapter Zero, members and the partner.

Apply strong commercial judgement to the appropriate partnership model, working with the CEO and fundraising colleagues where relationships have potential to become funded or otherwise evolve over time.

Strategic Relationship Stewardship

Act as the senior relationship lead for key strategic partners, building trusted relationships with senior stakeholders and connections at multiple levels.

Understand each partner's priorities, capabilities and objectives sufficiently well to identify where Chapter Zero can add value and where collaboration will be most effective.

Set clear expectations at the outset of each partnership programme, including objectives, roles, audience, outputs and measures of success.

Maintain regular senior-level dialogue and ensure commitments translate into meaningful activity, with strong follow-through from agreement through delivery.

Develop proportionate partnership reviews, using evidence and impact data to demonstrate progress, assess value for both parties and agree future priorities.

Programmes, Convening and Thought Leadership

Provide strategic leadership to Chapter Zero's programme of partner and member events and publications, ensuring activity supports the member proposition and wider organisational objectives.

Shape strategic convenings so the right people are in the room, the content is relevant to NEDs and Chairs, and the partner proposition is translated effectively for a board audience.

Work with partners to build forward pipelines of content and thought leadership, including reports, roundtables, webinars, podcasts, conferences and other forms of engagement.

Hold end-to-end accountability for delivery through the programme team, ensuring high-profile events and engagements are planned rigorously, executed professionally and able to respond to late changes without loss of quality.

Work closely with Communications and editorial colleagues to extend the impact of activity beyond live attendance through content, digital engagement, downloads and wider audience reach.

Planning, Impact and Delivery

Translate partnership strategy into clear forward plans, priorities, delivery rhythms and ownership across the team.

Work closely with the Senior Director, Finance & Operations to match programme ambition to capacity, funded commitments, resources and the financial envelope.

Bring strong organisational discipline and attention to detail, creating clear standards, milestones and escalation routes so delivery risks are identified and resolved early.

Use member data, partner feedback and wider engagement measures to assess impact, strengthen future activity and demonstrate value in the room and beyond it.

Remain effective in a fast-moving external context for climate and boardrooms while maintaining delivery against a clear organisational strategy and execution plan.

Team and Organisational Leadership

Lead, coach and develop four programme managers, building capability and confidence while establishing clear expectations, accountability and high standards of delivery.

Create an environment in which the team understands both what needs to be delivered and why it matters to members, partners and Chapter Zero's purpose.

Contribute actively to the Leadership Team, bringing external insight, commercial judgement and a strong delivery perspective to organisational decisions.

Work closely across Partnerships, Fundraising, Communications and Finance & Operations so partner commitments, programme delivery, capacity and messaging remain joined up.

Support Chapter Zero's growth by helping strengthen the partnership and programme model, team capability and delivery infrastructure over time.

Experience and Capability

We are open to candidates from a range of sectors and backgrounds. You are likely to bring:

- Significant senior experience in strategic partnerships, business development, partner development, stakeholder engagement or a closely related role.

- A track record of building enduring relationships with senior stakeholders across complex organisations, with the gravitas and presence to represent Chapter Zero credibly at board and executive level.
- Strong strategic capability combined with demonstrable end-to-end delivery expertise: able to shape the big picture and remain accountable for the quality of execution through a team.
- Experience leading high-profile conferences, events, convenings or engagement programmes where reputation, stakeholder experience and attention to detail matter.
- Career experience across both large, complex organisations and smaller, more agile environments, or clear evidence of adapting successfully between the two.
- Strong commercial acumen and judgement, including the ability to understand partner motivations, identify value on both sides and distinguish between pro bono, funded and other potential partnership models.
- A good working knowledge of climate and sustainability, with the curiosity and credibility to engage senior business audiences on the climate transition. Deep technical expertise is not required.
- Experience managing and developing people, particularly building capability and raising delivery standards within a committed team.
- Excellent organisation, forward planning and follow-through, with the ability to manage multiple relationships, programmes and commitments simultaneously.
- Experience using data, feedback and impact measures to assess effectiveness, learn from delivery and strengthen future partnerships and programmes.

Experience in not-for-profit, membership, professional services, financial services or other stakeholder-rich environments may be helpful, but is not essential. The priority is a senior, commercially astute relationship leader who can operate to the standards of a board-level audience while thriving in a lean and agile organisation.

Personal Characteristics

Purpose-driven and motivated by Chapter Zero's mission.

An outstanding relationship builder who creates confidence quickly and is curious about organisations, people and what matters to them.

Strategic in outlook and strong on execution, with the judgement to know when to stay at altitude and when to get close to delivery.

Commercially astute, resourceful and opportunity-minded without being overly transactional.

Highly organised, proactive and disciplined about follow-through, with strong attention to detail and high personal standards.

Calm and credible with very senior stakeholders, including when plans change late or pressure is high.

Comfortable working in a lean, ambitious organisation and responding to a fast-changing external context.

Collaborative and low ego, able to work effectively across organisational boundaries and shared accountabilities.

A supportive and demanding people leader who enjoys developing others and raising team capability.

Energetic and ambitious about growth, impact and the opportunity to build something better.
