



WOMEN IN PROPERTY PARTNERSHIPS LEAD

About Women in Property

Women in Property is a vibrant membership organisation for women working in the property and construction industry. Our aspiration as an organisation is to recognise excellence, encourage up and coming talent and nurture the role models of tomorrow. We actively seek an industry that is balanced, diverse and inclusive. Our values are founded on fairness, inclusion and social responsibility. The membership is bound by a collective aspiration to grow awareness around equality and gender parity across the property and construction industry.

Key headlines

- Formed in 1987
- Over 1,600 members, at all stages in their career and from all disciplines
- Fourteen branches and Event Hubs across the UK from Devon & Cornwall, to the Midlands, Yorkshire & North East to Northern Scotland and Northern Ireland
- Driven by member volunteers
- Focus on Mentoring, Outreach, CPD, professional networking and industry influence
- Over 500+ events each year

We firmly believe that Women in Property is as relevant today as it was when it first launched, in 1987. The industry has taken some great strides forward and we celebrate the people and organisations who are working hard to bring about lasting change...but there is a way to go.

Women in this industry remain underrepresented and there is still a requirement for the metaphorical 'safe space'. The positive action that Women in Property propagates is very different to discrimination. Nevertheless, we look forward to the day when we, and organisations like ours, are redundant because they are simply no longer needed.

This doesn't mean that we will not change. Far from it. We recognise the need to sustain the organisation and ensure its relevance for the future.

In our Business Plan we have identified three pillars based around our brand value words Aspire, Succeed and Inspire which are integrated into everything we do. And we continue our commitment to three focus areas namely Outreach, Mentoring and Recognition, which form the basis of our ongoing activity.

Ultimately, all of this is about our members. We know that the majority joined Women in Property for the business networking and personal and professional development. These are a given. What has come as a welcome bonus for so many is the camaraderie, friendships and the sense of being part of a wider team. Like the organisation, these relationships are strong and enduring.

WiP Facts

- 539 events organised over last 12 months
- Approximately 14,000 event attendees
- 2,250 CPD hours issued
- 200 committee members across UK
- Eight Limited Board Directors (six Exec and two Non-Exec)
- 45,800+ followers on Linked In
- 142 students nominated for 2025 National Student Awards
- 62 Universities participating
- National committees for Outreach and Inclusion
- WiP People-Innovation-Place Summit #PIPbyWiP held every 18 months

About the job

The role

The Partnerships Lead is responsible for shaping and coordinating Women in Property's business development activity including supporting the Strategic Marketing / Comms Role, Limited Board of Directors and National Team in their business development activity. This includes management of existing partnerships, future sector coordination, client development and identifying key influencing relationships. Your role will need to ensure growth activity is aligned to Women in Property's Business Plan.

This role bridges strategy and delivery.

KEY RESPONSIBILITIES

BD strategy & planning

- Continue to develop and grow Women in Property's partnerships with key organisations and identify opportunities for synergies with other groups/bodies, sponsors and thought leaders
- Be at the forefront of the sector and provide advice and guidance on themes of interest to us including regulatory guidance, legislative change and socio-economic impact on the organisation and our members
- Develop a pipeline of opportunities and focus on conversion and return on investment
- Develop key account plans for key partners

- Develop sponsorship packages
- Support Women in Property's voice via lobbying Government or other agencies
- Support opportunity identification and prioritisation for new relationships in emerging areas that align with Women in Property ethos / core values;
- Report into and work hand in hand with the Strategic Marketing / Comms Role to deliver Women in Property's Business Plan pillars for partnerships
- Work alongside Brand and Content Creator to maintain brand quality in all visuals
- Ensure consistent messaging and positioning

Pipeline & reporting

- Produce clear monthly reports for the National Team and Limited Board of Directors

Organisation development & Support

- Support Women in Property (National Chair, National Team, Limited Board of Directors and Branches / Hubs) with partnership engagement and maintenance of relationships.
- Track market intelligence, frameworks and sector trends.
- Ensure BD activity reflects organisational priorities and values.

ABOUT YOU

We're looking for someone with:

- Proven track record in business development, relationship building, lead generation and conversion within the property industry
- Enjoys working closely with senior leaders and supporting internal teams
- Has strong commercial and strategic judgement
- Is passionate about creating gender parity and opportunities for women across the sector.

You don't need to know everything from day one; curiosity and a willingness to get stuck in matter just as much as experience.

Why join us:

- Be part of member based not for profit organisation with a strong sense of purpose.
- Work in a supportive, collaborative culture – a safe environment for people to share opinions without judgement.
- A role with real variety and responsibility.

What we offer

We understand that loving where you work is vital. We work hard to create a culture that is supportive, inclusive and fun. We celebrate our differences and ensure everyone has a voice and is respected, valued, and heard.

The role would suit freelance consultant 16+ hours (2 days) per week. Flexibility required.

Fee would be negotiated and dependant on experience.

No physical office base – remote/virtual working but may be required to travel to support WiP Board meetings and team members.

This role would also be required to travel to stakeholders to drive BD activity.

Mileage billed at 55p per mile.