SafeHomes SE



Head of Strategic Partnerships

Recruitment pack | October 2026

CAMPBELL TICKELL

Your application

Thank you very much for your interest in the Head of Strategic Partnerships role at Safe Homes SE. On the following pages, you will find details of the roles and the selection process to assist you in completing and tailoring your application.

You will no doubt do your own due diligence but do read this pack carefully as it will provide you with a good overview of the organisation and role. After you have done that, please feel free to get in touch with me, so that we can talk through your offer and get a sense of how that aligns to what SafeHomes SE is seeking.

To apply, we will need the following from you:

- A CV. Make sure this confirms your current/most recent roles (you can sum up earlier roles, say before the last 15 years), tell us about your achievements so we get a picture of your skills and experience, and try to keep it to two pages or three at most;
- A personal statement. We want to hear about your motivation, why this role/ organisation, and you will also want to evidence how relevant your offer is to the role specification; again, ideally in two to three pages; and
- The declaration form, which is accessible via the role page on our website and includes space to indicate if you cannot attend any of the interview dates.

Please submit your completed application documents using the online form, which is accessible via our jobs page: www.campbelltickell.com/jobs. You will receive an email confirmation and see an onscreen confirmation message after submitting your application, but if you have any issues, you can call 020 3434 0990.

The role closes at 9:00am Thursday 19th November 2026 Please ensure we receive your application in good time.

Do call me if you wish to have an informal discussion about the role and organisation, or if you have any other questions to help you decide whether to apply.

Best wishes,

Hayley Sheldon
Search Consultant
07931 432070

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Welcome to SafeHomes SE

Dear Candidate,

Thank you for your interest in joining us as our Head of Strategic Partnerships.

Our business is incredibly important to us. Founded by our father in 1999, we have grown significantly from a family enterprise into an ambitious and professional organisation. Today, SafeHomes SE provides a range of safe housing solutions, from emergency and short-term accommodation through to longer-term and supported living, working closely with local authorities across South East London, Medway, and North West Kent.

As our business has grown to several hundred properties, we have worked hard to professionalise the organisation while retaining the family values on which it was founded. We continue to develop trusted relationships across the sector, including preferred provider status with many of the local authorities we work with. At the same time, we remain true to our roots. We are a hands-on business with a strong operational focus, where providing a reliable, trusted service and looking after our properties and customers properly is our priority.

We are now ready for the next stage of our journey as we realise there is an opportunity to go further. Our ambition is not simply to increase the number of properties available to us. It is to develop the partnerships, relationships and operational confidence that will enable us to grow sustainably while continuing to deliver the standards we are proud of.

We are also diversifying and expanding our work, including establishing a new Community Interest Company (CIC) focused on supported and exempt accommodation. This represents another exciting step forward and reflects our ambition to continue evolving the organisation and the services we provide.

Success in this role will be about more than simply bringing in new business. We are looking for someone who will build genuine, trusted partnerships and understand what our local authority partners need from us. You will help us strengthen existing relationships, establish new ones and create a stronger pipeline of opportunities that enables the business to grow with confidence. You will have a commercial mindset, but will also understand that quality, trust, responsiveness and delivery are what create lasting partnerships.

Most importantly, you will be joining a family business with strong foundations and significant ambition. We are proud of what has been built over the years, but we are equally excited about what comes next. This role will have the opportunity to play a significant part in shaping that next chapter.

For the right person, this is an opportunity to join us at an exciting point in our development and have a genuine influence on where the business goes next. We hope you will be inspired by our ambitions and interested in becoming part of the next chapter of our story.

Best wishes,
Ammo Dhah | Director

About SafeHomes SE

Founded in 1999 as Lawson Lets, part of the Lawson Villas portfolio, SafeHomes SE began as a family-owned enterprise. The business was an early adopter of temporary accommodation provision and property leasing management services for landlords across Greenwich, Dartford, Sevenoaks, Bromley, Medway, Lewisham and Lambeth. SafeHomes SE was also the first organisation in the Dartford borough to obtain an HMO licence, demonstrating its commitment to regulatory compliance and sector leadership.

Today, SafeHomes SE continues to operate with the same family-run values on which the business was founded. Managing several hundred properties across South East London and Kent, the team is committed to ensuring every property remains fully compliant, fully occupied, and professionally managed. Recognised as a leading property management provider in the region, the company oversees a diverse portfolio that includes one to three-bedroom homes, HMOs, and entire apartment blocks.

Over the years, the business has grown and developed into Mann Group Holdings, which today sits at the centre of a wider family of property businesses. The Group brings together Safe Homes SE, our social housing business Bexley Homes, which specialises in private lettings and sales and Bexley Homes Investments, our property-holding business. Having these different businesses within the Group provides a strong foundation to build new partnerships, explore new opportunities and continue growing.

Over more than 20 years, SafeHomes SE has built a strong and trusted reputation within the communities it serves, including Dartford, Erith, Belvedere, Greenwich, Woolwich, Medway, Sevenoaks, and surrounding areas. This long-standing presence has been founded on delivering reliable property management services and maintaining strong relationships with landlords, tenants, and local stakeholders.

As a socially responsible organisation, SafeHomes SE reinvests a portion of its income into supporting local communities through food banks, charitable initiatives, and community-based projects. The company is committed to making a positive difference by providing safe, secure, and well-managed accommodation for individuals and families who may otherwise face barriers to accessing suitable housing.

Recognising the importance of ongoing support, SafeHomes SE offers a responsive 24/7 service to residents, ensuring assistance is available whenever needed. Through both its housing provision and community investment, the organisation strives to create lasting positive outcomes for the people and neighbourhoods it serves.

Supporting Our Communities



Giving back to the communities we work in is an important part of who we are. A proportion of our proceeds goes towards supporting local food banks and charities, helping organisations that make a real difference to local people.

Through our housing services, we are also proud to provide safe and secure homes for people who may otherwise struggle to access suitable accommodation. Alongside providing a home, we are committed to ensuring people have access to 24/7 support and the facilities they need, helping them to feel safe, secure and supported.

The school is dedicated not only to academic achievement but also to personal development, encouraging confidence, character, and aspiration among its students. This investment in education has contributed to many pupils progressing to university, representing state and national sports teams, and pursuing opportunities on an international stage. Through this partnership, SafeHomes SE is proud to play a role in helping young people achieve their full potential and build brighter futures.

Investing in the Next Generation

Education and opportunity are causes that are particularly important to us as a family. We support a village school in Punjab, India, helping to subsidise education and annual fees so that more local families can afford to send their children to school.

Our support is about giving young people the opportunity to learn, develop and fulfil their potential. The school places importance not only on education, but also on personal development, confidence and character. It is hugely rewarding to see what its students have gone on to achieve, from attending university and competing in State and National sports teams to pursuing opportunities internationally.




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CERTIFIED
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SafeHomes SE
Rent Guarantee Specialists
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rightmove
SafeHomes SE
Ford
LX26 EWC

Our 2027 Strategy

Our 2027 Strategy sets out our ambitions for the continued growth and development of the organisation.

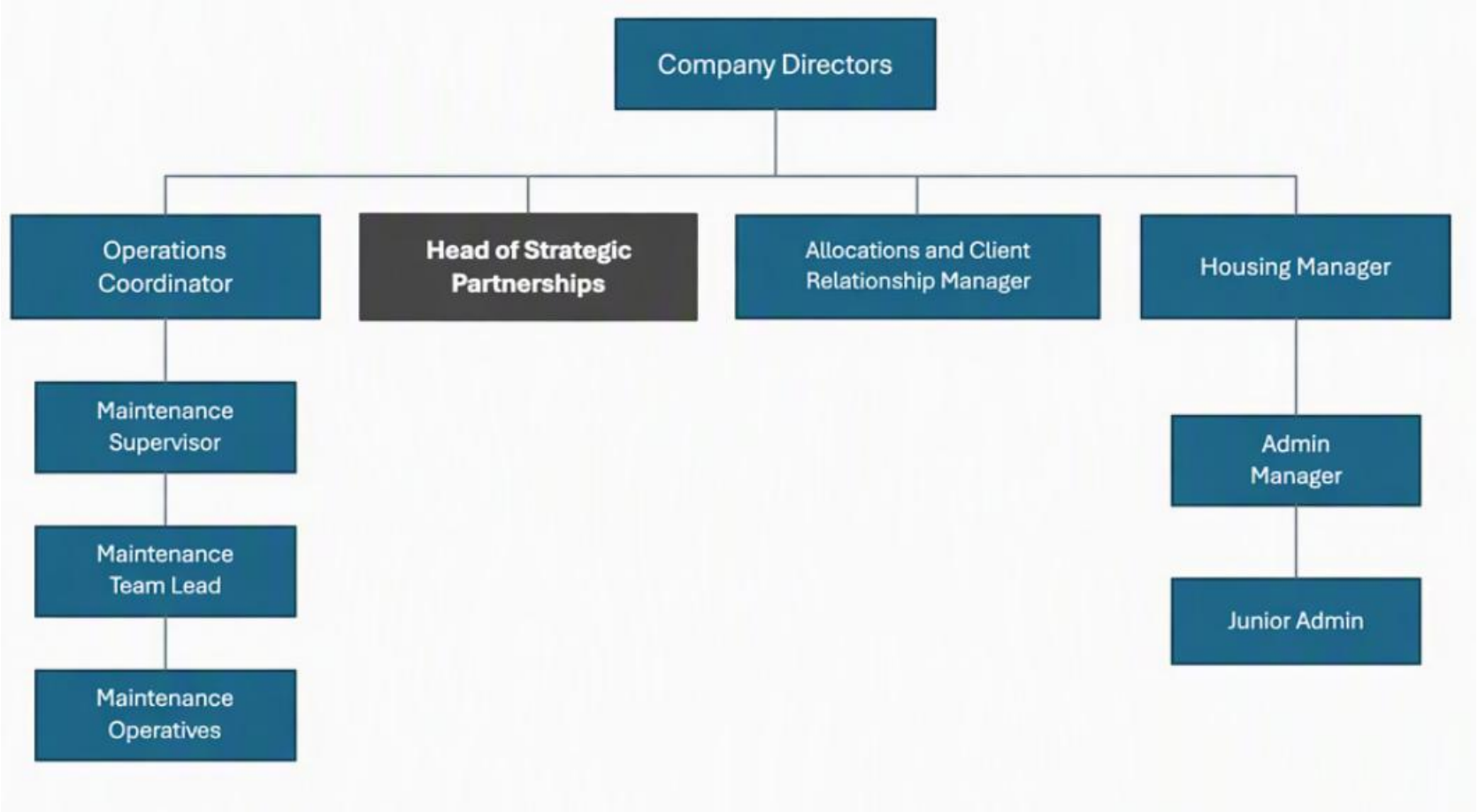
Our key strategic priorities are:

- **Housing Growth & Service Expansion** – Growing our housing provision and developing our services to meet changing needs.
- **Local Authority & Partner Growth** – Building and strengthening relationships with local authorities and key strategic partners.
- **Effective Support for Clients** – Ensuring clients receive high-quality, responsive and effective support.
- **Supported Accommodation Development** – Developing and expanding our supported accommodation provision.
- **Leased Portfolio Growth** – Increasing our leased property portfolio to support sustainable organisational growth.
- **Community Impact & Social Value** – Strengthening the positive contribution we make to the communities in which we operate.
- **Commissioner Relationships** – Establishing and developing strong, productive relationships with commissioners.
- **Resident Experience & Wellbeing** – Placing residents at the heart of our services, with a continued focus on their experience and wellbeing.
- **Operational Excellence** – Strengthening our systems, processes and ways of working to support efficient and effective service delivery.
- **High Property & Maintenance Standards** – Maintaining high standards across our homes, repairs and property management.
- **People & Organisational Development** – Investing in our people and developing the internal capacity, skills and structure needed to support future growth.
- **Accreditation & Governance** – Continuing to strengthen organisational governance, standards and accreditation as the organisation develops.

Together, these priorities reflect our ambition to grow responsibly, strengthen the quality of our services and homes, increase our social impact, and build a strong and sustainable organisation for the future.



Organisation Chart



SafeHomes SE

Head of Strategic Partnerships

Role profile

Reports to: Directors

Role purpose: To lead in developing and strengthening our relationships with local authorities, commissioners and other key partners, helping us to build on our reputation as a trusted provider and create new opportunities for sustainable growth.

Key responsibilities

1. To build and strengthen strategic partnerships with local authorities, commissioners and other key stakeholders, developing long-term relationships that support the continued growth of the business
2. Build on our preferred provider relationships, which may include local authorities, Ministry of Justice, NHS organisations, housing associations, support providers, charities and other commissioning bodies. Ensuring existing partners receive a consistently high level of service while identifying opportunities to deepen and broaden those relationships
3. Work collaboratively with commissioners and stakeholders to ensure the impact and quality of our services are clearly evidenced and recognised
4. Identify and develop new business opportunities, opening doors with local authorities and strategic partners and converting relationships into sustainable opportunities for the organisation.
5. Take a lead role in the management and delivery of local authority contracts, frameworks, ensuring commitments are understood and delivered effectively
6. To develop and implement appropriate procedures and controls, ensuring that relevant contract and performance information is accurately captured and reported, using data and insight to demonstrate service performance, outcomes and value to the Directors
7. Monitor performance and ensure delivery against growth objectives
8. To Provide clear, credible and professional representation of the organisation externally, acting as an ambassador for the business and its values
9. Bring fresh thinking and ideas to the business, identifying opportunities to improve services, strengthen our offer and work differently as the organisation continues to grow.
10. Represent the organisation at relevant industry events, conferences

Person specification

Key skills and experience

a) Professional qualification in a relevant or complementary field

b) Strong and demonstrable track record of successfully working with local authorities, or other relevant regulated organisations

c) A good understanding of the needs of individuals and families experiencing housing insecurity

d) Excellent people management skills.

e) Excellent analytical written and verbal communication skills

f) Experience of working flexibly and contributing to continuous change, business improvement and adding value to the business.

g) Self-motivated often working under pressure with ability to meet deadlines and targets.

h) Trustworthy, decisive and self-directed

What you will ideally have

i) A proven track record of building, developing and maximising strategic relationships with key stakeholders, local authorities, supported housing, temporary accommodation commissioners and partners

j) Demonstrable experience of partnership working and contract management, with the ability to build trusted, productive and long-term relationships

k) A commercial and growth-focused mindset, with experience of identifying new opportunities, developing propositions and turning relationships into sustainable business growth

l) The ability to think strategically, understanding the wider policy, political, regulatory and commercial environment and using this insight to make sound decisions

m) Experience of successfully delivering change and service improvement, including strengthening quality, improving performance and supporting organisational growth

n) A strong understanding of service mobilisation and delivery, with the ability to ensure new contracts and partnerships are implemented effectively

o) Experience of setting and monitoring budgets, performance measures and targets, with a focus on quality, value for money and sustainable growth

p) The confidence and credibility to represent the organisation externally, developing relationships at senior level and acting as a positive ambassador for the business

q) An entrepreneurial and hands-on approach, comfortable working within an ambitious, growing family business where ideas, initiative and the ability to turn opportunities into action will be valued

Key terms and conditions

Role
Head of Strategic Partnerships

Remuneration
c.£75,000 per annum +15% annual bonus and car allowance

Pension
Nest Pension.

Annual leave
Up to 25 days per annum plus bank holidays, rising to up to 30 days per annum after two years of service.

Additional benefits
Nuffield Health gym membership
crystal Palace FC season tickets and hospitality

Location
Attendance is expected three days a week in person, with two days hybrid
Our main office is at Unit C Jarvis & Rowell Estate, Burnham Rd, Dartford, Kent, DA15BN

Key dates and the selection process

Closing date: 19th November at 9:00am

The client meeting to agree longlisted candidates will take place on 26th November We will be in touch to let you know the outcome of your application by the end of this week.

First interviews: 30th November

Longlisted candidates will be interviewed via Teams MS by a Campbell Tickell panel

Final interviews: 9th December

Shortlisted candidates will be interviewed by a Campbell Tickell Associate and a panel comprising Harjot Dhah, Director and Ammo Dhah, Director.

Location: Unit C Jarvis & Rowell Estate, Burnham Rd, Dartford, Kent, DA15BN

SafeHomes SE

Head of Strategic Partnerships

Salary: Competitive – plus benefits

We are delighted to be recruiting a Head of Strategic Partnerships for SafeHomes SE, an established, family-owned property business that provides a range of safe housing solutions, from emergency and short-term accommodation through to longer-term and supported living, working closely with local authorities across South East London, Medway, and North West Kent.

Founded in 1999, the business has grown significantly over the past 25 years. Today, it is an ambitious, professional, and high-performing organisation, that has built strong relationships with local authorities, including achieving preferred provider status with many of its partners.

SafeHomes SE is now entering its next phase of growth and is looking to strengthen existing partnerships, establish new relationships and build a sustainable pipeline of opportunities.

As Head of Strategic Partnerships, you will play a key role in delivering this ambition, developing trusted relationships with local authorities and identifying new opportunities to help position the business for sustainable long-term growth.

This is an exciting opportunity to work closely with the Directors, influence the organisation's growth strategy and play a significant role in shaping its next chapter.

If you have a commercial mindset with demonstrable experience in building and strengthening key relationships, while identifying opportunities to develop and introduce new services, we would love to hear from you.



Contact Hayley Sheldon at Campbell Tickell: Hayley.sheldon@campbelltickell.com or on 07931 432 070 to arrange a conversation.

You can download a job pack at www.campbelltickell.com/jobs.

Closing date: Thursday 19th November at 9:00am

CAMPBELL TICKELL

SafeHomes SE

CAMPBELL TICKELL

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