

ABOUT THE ROLE

Job title	Corporate Partnerships Manager
Location	Waterloo, London
Salary	£37,111 gross per annum
Preferred start date	November 2021
Length of contract	Permanent
Visa requirements	Must have the right to work in the UK
Reports to	Senior Philanthropy and Partnerships Manager
Expected travel	Regular travel around London and other areas in the UK. Occasional evening and weekend work for which time off in lieu will be given. Occasional international travel.

Job requirements:

Raise over £100,000 through event sponsorship, enabling us to deliver the Schools Triathlon series and cover their cost - half of this has already been committed, while half is new sponsorship (40%)

- Generate new leads and actively seek new sponsors through cold calling, emailing, LinkedIn and follow up on warm leads created through networks
- Focus on multi-year partnerships from lead generation and steward sponsors by demonstrating value for money on sponsorship contracts so they renew year upon year
- Write and reassess contracts with sponsors after each event - ensuring they are always signed by partners and are in date
- Attend the weekly School Triathlon Committee meetings to update on Sponsorship generation and partnerships with existing sponsors
- Engage throughout the year in other areas of our work to deepen the partnerships and raise unrestricted income through other avenues as well as sponsorship

Raise over £30,000 from new business and relationship building (20%)

- Cold prospect new leads for different products, including writing emails, linkedin and cold calling
- Identify potential corporate partnerships, including within our current networks, to cultivate and turn into financial supporters
- Actively attend networking events and create opportunities to grow the corporate partnerships portfolio, including at partner events
- Create clear cultivation plans for potential corporate partnerships which includes communications, meetings, events and other opportunities to engage them effectively
- Continually assess the current supporter offer, and make amendments to keep it relevant and fit for purpose

Develop existing corporate partnerships and support partners to raise over £50,000 each year (20%)

- Build strong partnerships and support all companies with enthusiasm and compassion to hit fundraising targets and partnership objectives each year
- Co-create and execute bespoke fundraising calendars (to also include external events) for all employee engagement partnerships to include fundraising and learning opportunities as well as skill sharing
- Developed and detailed stewardship plan all year round to include Restless events and other engagement opportunities for wider staff from our partnerships
- Deliver partnerships which are values led and support businesses to achieve their goals

Strategy (10%)

- Represent corporate partnerships a senior leadership level, and other senior stakeholders, and continue to show them a clear vision of growth at every appropriate occasion
- Work with the Senior Philanthropy and Partnerships Manager to develop a clear strategy for corporate partnerships and sponsorship, and grow this stream for coming years - ensure that this strategy is in line with the wider team's growth plans and represent this in shared fundraising spaces ie. team meetings, strategy and planning days
- Support other Hubs to explore opportunities to develop existing corporate partnerships or create new corporate partnerships where possible

Systems and processes (10%)

- Log relevant information onto Restless Development's database, CiviCRM
- Improve our systems and processes, for efficient and effective use of time across the team
- Examine income spreadsheets to ensure that corporate partnerships are meeting planned targets, and report back against performance on a monthly basis
- Complete regular performance reports to feed into the wider Fundraising Team progress report

ABOUT YOU

We are looking for people with the right competencies and skills for the role, and who demonstrate the personal qualities consistent with our Values

Values	Behaviours	What we expect of the Senior Corporate Partnerships Manager
 HEART We are who we serve. We are brave.	Values-led	Embeds a values-led culture within their team; both recognising and rewarding behaviour which upholds the Restless Values and professionally challenging behaviours which do not.
	Innovation	Fosters a climate of innovation and continual improvement across their team. Considers external best-practice when adapting plans; acting positively and quickly to assess and resolve issues.
 HEAD We are 100% professional. We prove that young people can	Delivers Quality	Takes full accountability for performance and value-for-money within their team. Ensures team capacity to deliver quality against strategic priorities, and guides their team to develop solutions for anticipated problems.
	Decision-Making	Takes full accountability for managing a budget and/or programme and/or incidents. Considers the organisational vision, Restless Values, external influences, and long term impact when making decisions. Supports more junior staff with difficult decisions.
 VOICE We generate leaders. We are proud to carry the banner for youth-led development.	Leadership	Plays a key role in strategy development. May manage a small team, taking accountability for team performance and creating a compelling leadership vision for their team. Inspires and supports others to take on a leadership role.
	People Development	Drives their own personal development, committing to new challenges which build capacity for the organisation. Supports team members to fulfil their potential through effective performance management, mentoring and other opportunities for growth.

 HANDS We are in it together. We listen and learn.	Effective Communication	Builds consensus and commitment amongst staff and national partners, using effective communication to navigate difficult topics. Coaches others to communicate effectively.
	Collaboration	Utilises their internal and external relationships to enable others to expand their network; creating opportunities for others to broaden their awareness of other parts of the organisation and/or current issues. Cultivates national partnerships.

SKILLS AND EXPERIENCE	
Essential	<ul style="list-style-type: none"> • Experience identifying, creating and securing new leads that translate into partnership(s) / sales • Excellent relationship / account management skills • Demonstrable Outstanding interpersonal and communication skills • Excellent planning, organisational and logistical skills • Ability to manage relationships with multiple stakeholders, at all levels, both internal and external • Excellent organisational skills with the ability to work to deadlines and balance multiple priorities • Ability to manage own time and work autonomously • Ability to work as a team to meet deadlines and targets • Ability to think creatively and innovatively
Desirable	<ul style="list-style-type: none"> • An understanding of international development, in particular the youth sector • Up to date knowledge of the sector, including the setup of the Fundraising Preference Service and General Data Protection Regulation changes • Experience of fundraising leadership: setting vision and direction as well as planning and delivering ambitious targets

Restless Development is an Equal Opportunities employer and welcomes applications from all sectors of the community. Restless Development will ensure that no applicant or staff member receives less favourable treatment on the grounds of gender, sexual orientation, marital status, social status, caste, race, ethnic origin, religious belief, age, HIV status, disability, or any other factor that cannot be shown to be relevant to performance.

WHAT WE DO FOR YOU

Remuneration

We are proud to commit to a transparent global salary scale, ensuring a fair and comparable system of pay across all global locations. In addition to salary, we offer pension contributions of 3% for a manager.

Values and Culture

At Restless Development, we're proud that the strength and integrity of our Values has been recognised by staff, beneficiaries, donors and others who we work with. Beyond this, we have a culture of recognising and celebrating both our Values and our global achievements with monthly Values Champions and an annual Values Day.

Work-life balance

It goes without saying that we work hard, at Restless Development. We also recognise the importance of helping staff to maintain a positive work-life balance by offering:

- 24 days annual leave (in addition to public holidays and with an extra day of annual leave given for each full year of service, up to a maximum of 28 days).
- Access to flexible working.
- Generous study leave, maternity, paternity or adoption leave, and other leave allowances.

Professional development

For more information on Restless Development's mission, values and work, please visit: www.restlessdevelopment.org.

Restless Development is proud to be an employer who recognises potential and invests in the development of its staff. We are committed to the professional development of our staff through:

- Empowering opportunities to work on significant projects which stretch and inspire staff – allowing them to develop on-the-job.
- Regular performance management.
- Training and development opportunities, including supporting our staff to identify mentors both within and outside of the agency.
- Quarterly Staff Workshops for all staff to give and receive agency updates, receive training, and socialise.

Travel and medical insurance

Specify where staff and their dependents are covered by national/private medical insurance schemes. When travelling abroad with work, all staff will be covered by Restless Development's travel insurance.

Relocation package

For staff who relocate to work with Restless Development, we offer a competitive relocation package. This will be discussed with relevant candidates and could include:

- A lump-sum relocation allowance to support you in relocating to your new place of work.
- Out of country supplements for the duration of your time working in your new place of work.
- Medical insurance.

KEY DATES

Application deadline: Monday 1 November 2021 at 9am GMT

Interviews will take place:

- First round: Wednesday 3 November
- Second round: Monday 8 November