

YOUNG ENTERPRISE JOB DESCRIPTION

REGIONAL FUNDRAISING MANAGER

Job title	Regional Fundraising Manager - covering South Central & South East England
Department	Development
Pay Grade	6
Reporting to	Director of Corporate Partnerships
Based	Home based, but with significant travel throughout the area and regular travel to London for team meetings
Main job purpose	To develop and increase income for Young Enterprise from strategic partnerships. Working under the direction of the Director of Corporate Partnerships, key tasks will include researching and securing new funding partnerships and income streams from a range of sources and managing those relationships to ensure long-term support for the organisation.

KEY TASKS AND TARGET OUTCOMES

TASK	TARGET OUTCOME
Deliver an income target at or above the agreed income target which supports local and national activity	Deliver income required by the organisation to deliver its programmes and meet its commitments to young people
Create strong relationships with colleagues across the fundraising team, participating in planning and strategic discussions to ensure that national initiatives are designed with potential to be delivered at a local level	Identify new fundraising opportunities that are well targeted, informed and thoroughly researched in order to maximise the chances of success
Actively maximise awareness of, inspire participation in, and generate income from regional and national activities and programmes	Partnerships meet both YE and supporters needs
Identify, engage, support and steward both existing and new fundraising partnerships - companies, individuals, groups and networks	Build strong, deliverable, sustainable partnerships
Identify activities or services that are funded through local restricted sources that could be developed into a national funding bid	A co-ordinated approach is managed between national and regional organisations to the benefit of all.

Alongside field staff (and with strategic guidance from the National Fundraising team), identify activities that could be funded by local trusts, statutory or corporate funding	Young Enterprise becomes more effective and more efficient in its fundraising efforts
Work closely with field staff across the organisation to scope national and local opportunities and give advice and guidance on their fundraising activities	Strong relationships with local delivery teams which will deliver increased income
Provide regular reporting on performance against income targets and prospect pipeline	Young Enterprise has clear vision of future funding and prospect opportunities

The above tasks are not an exhaustive list of duties and you will be expected to perform different tasks as necessitated by your changing role within the charity and its overall objectives.

YOUNG ENTERPRISE CORE VALUES

Young Enterprise has 4 Core Organisational Values as follows:

Unlocking Potential

Recognising and developing the potential of all; in our organisation; in the young people we champion and the stakeholders we work with.

One Team

Working together effectively to achieve our goals

Enterprising and Resilient

Embracing change, innovating, adapting and responding to challenges and opportunities **Creating**

Great Impact

Aiming for the biggest impact on young people and their educators

All YE Staff are expected to model these values at all times.

SKILLS/ ATTRIBUTES/ KNOWLEDGE/ EXPERIENCE

Essential	Proven successful experience of identifying and securing substantial funding opportunities from a range of sources and working collaboratively with fundraising colleagues to achieve maximum funding impact
	Experience of engaging, innovative and successful bid-writing and/or creating and delivering successful sales pitches to corporates, major donors, local authorities and other organisations
	Knowledge and understanding of the motivations and needs of donors and demonstrable evidence of stewarding and renewing long-term partnerships to a high level
	Strong, persuasive negotiating skills which result in positive outcomes, with the resilience and motivation to overcome initial negative responses to proposals
	A positive 'can-do' attitude that will enthuse prospective and current supporters, colleagues and volunteers
	Excellent planning, organisational and workload management skills, with the ability to work under pressure and to tight deadlines
	Excellent interpersonal skills, and able to influence/persuade a wide range of stakeholders, particularly donors, delivery colleagues and volunteers
	Evidence of up-to-date knowledge of best practice and new initiatives concerning fundraising from local and national fundraising sources
Desirable	At least a basic knowledge of current education initiatives, practice and thinking as relevant to the work of Young Enterprise.