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| YOUNG ENTERPRISE JOB DESCRIPTION  **CORPORATE PARTNERSHIPS DEVELOPMENT MANAGER** | |
| About YE and National Fundraising | *Young Enterprise (YE) is a national charity. We motivate young people to succeed in the changing world of work by equipping them with the work skills, knowledge and confidence they need to succeed. We believe that the potential of the UK’s young people is unlimited, and an academic education on its own is not enough. We empower young people to discover, develop and celebrate their skills and potential.*  *We are currently recruiting for a Corporate Partnerships Development Manager (maternity cover) to join our team. This is a really exciting time for the organisation and the Partnerships team, recently landing some significant strategic partnerships and with ambitious plans to grow our income and diversify our strategic partnerships into new sectors over the next couple of years.*  *YE is approaching its Diamond anniversary in 2023 and is mid-way through its No Time Like The Future strategy to provide 1,000,000 opportunities for young people in Financial and Enterprise Education. Both provide us with a renewed focus to bring in new partners to help us achieve our ambitions, including exploring innovative cross sector collaborations.*  *The partnerships team sits within a close-knit National Fundraising team, with a warm organisational culture and a really passionate and supportive CEO and Board who actively support fundraising. People are given genuine autonomy over their work here and we look forward to welcoming the right candidate to the team to help us achieve our ambitions.* |
| Job title | Corporate Partnerships Development Manager (One year maternity leave contract) |
| Department | National Fundraising |
| Pay Grade | 5 (£32,000 - £35,000) |
| Reporting to | Senior Corporate Partnerships Manager |
| Based | London office or Home Based with travel |
| Main job purpose | To develop and increase income for Young Enterprise from strategic partnerships. Working under the direction of the Senior Corporate Partnerships Manager key tasks will include researching new opportunities and securing new corporate partners |

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| **KEY TASKS AND TARGET OUTCOMES** | | |
| **TASK** | | **TARGET OUTCOME** |
| Drive income and meet or exceed agreed new business targets | | Deliver income required by the organisation to deliver its programmes and deliver its No Time Like The Future strategy |
| Carry out research to inform donor development, to identify new prospects and to provide background for cultivation, engagement and bid and proposal writing | | Identify new fundraising applications that are well-targeted, informed and thoroughly researched in order to maximise the chances of success |
| Work in collaboration with appropriate YE staff at all levels to ensure partnerships are effectively designed and costed. | | Partnerships meet both YE and supporters’ needs |
| To agree financial and engagement targets for each funding partnership and to work with the relevant account manager to ensure these targets and future commitments are achievable and deliverable. | | Build strong, deliverable, sustainable partnerships |
| Be creative and innovative in generating funds from corporate partnerships including writing bids, proposals and pitches. | | Ensure applications meet supporters need and demonstrate a win / win outcome. |
| Raise standards of all aspects of fundraising within Young Enterprise, both by leading on national fundraising and by supporting regional fundraising efforts through our Regional Partnerships Managers. | | Young Enterprise becomes more effective and more efficient in its fundraising efforts. A co-ordinated approach is managed between the national and regional organisations to the benefit of all. |
| 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.

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| **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. |

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|  | **SKILLS/ ATTRIBUTES/ KNOWLEDGE/ EXPERIENCE** |
| Essential | A successful track record as a new business development fundraiser, generating significant donation income from corporate partnerships, or comparable experience in negotiating high value sales to major national and multi-national companies. |
| Experience of engaging and innovative bid-writing and/or creating and delivering impactful sales pitches that were successful |
| Excellent communication skills, both verbal and written, with the presence and authority required to command attention at the most senior levels |
| 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 |
| Strong organisational skills - deadline aware |
| Confident use of the Internet and social media as well as standard office IT packages e.g. Word, Outlook, Excel, Raiser’s Edge, Teams |
| Adaptable and responsive to the needs of a small not for profit organisation which relies heavily on a large volunteer network |
| Desirable | At least a basic knowledge of current education initiatives, practice and thinking as relevant to the work of Young Enterprise. |