



## YOUNG ENTERPRISE JOB DESCRIPTION Regional Partnerships Manager

Job Title	Regional Partnerships Manager – London, South East, and South Central
Department	National Fundraising
Salary	£37,750 - £45,000 per annum
YE Pay Grade	6
Hours	Full-Time, 37.5 hours / 5 days per week (1.0)
Reporting to	Interim Regional Partnerships Lead
Duration	Permanent
Direct Reports	None
Location	Hybrid (Working from our Central London or Oxford office a minimum of 8 days a month) with significant travel across the London & South East and South Central & East of England regions ( <i>Berkshire, Bedfordshire, Buckinghamshire, Essex, Hampshire, Hertfordshire, Kent, London, Norfolk, Oxfordshire, Suffolk, Surrey and Sussex</i> )
Main Job Purpose	<p>To work under the direction of the Interim Regional Partnerships Lead and to be an integral member of the National Fundraising Team.</p> <p>You will research and secure new strategic funding partnerships and income streams from a range of sources, which will become your relationships to harness and develop to ensure sustainable long-term support for the organisation.</p>

### Key Tasks

Deliver income at or above the agreed income target.
Identify new fundraising opportunities that are well targeted, informed and thoroughly researched in order to maximise the chances of success.
Through collaborative working with Educational Partnerships and National Fundraising assess what local opportunities (individual, trusts, statutory or corporate) exist to develop national funding bids.
Work with the local Educational Partnerships Managers to identify priority areas of the region according to the indices of multiple deprivation, and map against capacity to deliver to ensure funding applications meet the ability to deliver.
Identify and prepare relevant case studies that demonstrate impact in the region.
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, engage, support and steward both existing and new fundraising partnerships - companies, individuals, trusts and statutory.



Confident representing the charity at networking and relevant events that raise our profile as an organization that supports the long term economic prosperity of the region as well as inspire engagement and generate income.

Create strong working relationships with Educational Partnership colleagues to give advice and guidance on their own local fundraising activities and expand their volunteer network.

Provide regular reporting on performance against income targets and prospect pipeline, using a variety of sources (e.g. excel/Raiser's Edge).

**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.**

### Person Specification & Key Skills

A successful track record as a fundraiser, generating significant income from Corporate partnerships and other sources, or comparable experience in negotiating high value sales to major national and multi-national companies.

Experience of bid-writing and/or creating and delivering 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, MS Teams, Canva, Raiser's Edge, Access (or other databases).

Adaptable and responsive to the needs of a small not for profit organisation which relies heavily on a large volunteer network.

Passionate about supporting young people, especially those who face barriers to their social mobility to have equal access to opportunities.

Ability to drive and be willing to use your own vehicle for travel (fuel costs will be reimbursed). Travel to the office will not be reimbursed.

A basic knowledge of current education initiatives, practice and thinking as relevant to the work of Young Enterprise.

### Young Enterprise Core Values

#### Young Enterprise has 4 Core Organisational Values

##### 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.**

### Keeping Young People Safe

Safeguarding is the action that is taken to promote the welfare of children and vulnerable adults and protect them from harm.

At Young Enterprise, we take our commitment to safeguarding children and vulnerable adults seriously. We design our roles, programmes and services with safeguarding in mind; conduct thorough checks on new employees in line with UK safeguarding legislation; and regularly enhance the safeguarding knowledge and skills of all our people, including when begin their role.

All successful applicants in eligible roles that involve contact with young people will need to undertake an enhanced DBS (Disclosure and Barring Service) Check prior to starting in the role, and at subsequent 3-year intervals. In addition, no Young Enterprise employee will at any point be unaccompanied while in the presence of children under the age of 18.

In line with the Rehabilitation of Offenders Act 1974, in the vast majority of cases DBS checks which contain information on previous convictions will not disqualify an individual from working with us. If you have any questions please contact the Young Enterprise HR Team at [hr@y-e.org.uk](mailto:hr@y-e.org.uk).