

ROLE DESCRIPTION

Corporate Engagement Manager

Salary: £29–35k FTE 35hrs p/wk (open to part time options)

Department: Fundraising

Reporting to: Head of Fundraising

Location: based at Challengers Head Office in Guildford, GU1 1TU with flexible working options across our site in Farnham and home/remote working.

Budget Responsibility: Annual income £300k+

Line Management Responsibility: Fundraising Officer

Purpose of the Role: To secure and develop partnerships to raise funds and engage corporate supporters in the work and mission of Challengers.

DUTIES & RESPONSIBILITIES

- Working Develop and implement our corporate fundraising strategy,
- Develop and deliver corporate fundraising plans and budgets.
- Maintain and develop the existing portfolio of corporate supporters by providing excellent account management and delivering regular, effective communications.
- Seek added value from existing relationships, looking for opportunities to diversify partnerships and boost engagement from staff and customers of partnered organisations.
- Develop and maintain a professional profile and use business networking to help generate new business opportunities.
- Manage and develop the corporate pipeline, providing a 18 month horizon.
- Manage and develop Challengers' Business Club, including taking the lead on organising Business Club events.
- Manage and report on corporate income and expenditure budgets.

- Prepare reports and generate insight to help deliver continuous improvement to increase the value of corporate support.
- Provide line management support to the Fundraising Officer.
- Contribute to organisational and fundraising wide planning, working closely with fellow fundraising managers to ensure an integrated approach.
- Keep up to date with sector developments and trends to ensure our fundraising activities comply with all relevant legislation and guidance and follow best practices.
- To seek to advance the reputation, image and standing of Challengers at all times and to represent Challengers at external meetings as appropriate.
- Carry out any other reasonable duties as specified by the Head of Fundraising or Chief Executive Officer to support the work of the Challengers.

PERSON SPECIFICATION

- Exceptional interpersonal skills and comfortable networking at a high level, able to negotiate mutually beneficial partnerships.
- Results-orientated and evidence of achieving targets and delivery against ambitious plans and budgets.
- Demonstrable success in securing high value corporate partnerships.
- Demonstrable track record of identifying strategic partnership opportunities and building a robust new business pipeline.
- Experience of using CRM (Salesforce)
- Able to use Microsoft packages including Word, Excel and Outlook amongst others to a high standard.
- Outstanding verbal and written communication abilities, along with effective presentation skills.
- Awareness and understanding of relevant regulations including the Fundraising Code of Practice.
- An empathy with The Social Model of Disability

Ability to travel for business, as well as flexibility to be available for occasional evening and weekend meetings and events will be expected.