



Hatch

Corporate Partnerships Manager

Candidate Pack - April 2024

Hatch Enterprise is a registered charity in England and Wales (No. 1161801)

A welcome from Dirk Bischof, Founding CEO



At Hatch Enterprise, we support underrepresented entrepreneurs from across the UK to imagine, launch and grow sustainable and impactful businesses through tailored support, community and partnerships.

The team at Hatch is a fantastically diverse group of people who are passionate about going that extra mile to support founders and help shape a fairer economy, and a better world.

Since 2014, we've supported close to 8,000 founders across the UK and grown our revenue to £1.7m annually. We've been there for founders through some of the most turbulent and challenging times in recent history, from the COVID-19 pandemic and mass business closures, coming face to face with societal inequity highlighted by #BlackLivesMatter, to the cost of living crisis.

Now we're looking at our next big milestone: Delivering holistic and inclusive enterprise support for hundreds of founders every year whilst also delivering on our promise to support founders with patient, flexible financial support alongside our programmes.

At Hatch, we try to embody the following values in everything we do, from being transparent with data and information, to trying new things, failing but learning from mistakes and to collaborate on strategic decisions, drawing on our collective expertise, experience and networks:

- We are inherently experimental
- We believe in human potential
- We create meaningful connections
- We are committed to achieving equity



Hatch's work has been recognised in recent years, including:

- Being recognised as one of the top 100 social enterprises in the UK, featuring in the NatWest SE100 Index every year since 2019, as well as named finalists in the Equality category in 2023.
- Finalists in the Third Sector Awards for Frontline Team of the Year in 2023, and Fundraising Team of the Year in 2022. Finalists in the Charity Times Awards for Digital Transformation of the Year and Charity of the Year in 2022.
- Winning the 2017 Enterprising Britain Awards in the 'Building Enterprise Skills' category for Hatch's Incubator programme.
- Shortlisted for the 2017 Lord Mayor's Dragon Awards in the category of 'Community Partner' for our work with Deutsche Bank supporting over 50 mission driven businesses in South London.

Corporate Partnerships Manager

Salary range: £37,565 - £39,819 depending on skills and experience

Contract Type: Permanent

Hours: Full Time (typically 09.30-17.30 but with flexibility)

Location: Elephant & Castle, central London / Remote - team members must be willing to travel to London periodically

Responsible To: Head of Corporate Partnerships

Application Deadline: 5pm Tuesday 30th April, applicants will be reviewed on a rolling basis and invites for interview extended prior to the application deadline

Interview Dates: First round interviews will be held Tuesday 7 and Wednesday 8 May 2024

Our Commitment to Equity

We believe everyone has potential. We are committed to increasing equity among business owners, and we want to do the same for our team. Research shows that some underrepresented groups tend to only apply for roles if they meet every single requirement. At Hatch we are interested in your future potential just as much as your past experience. So if you're excited about this role but your past experience doesn't tick every box on the job description, we'd love it if you went ahead and applied anyway.

And if this role isn't quite ticking all *your* boxes but you like the idea of working at Hatch, please add your details to our careers mailing list to be the first to hear about new opportunities in future <https://hatchenterprise.org/careers/>.

We want to ensure that our team represents a wide cross-section of society, and we know that means we have to make an effort to understand and accommodate different people's needs. If you would require any reasonable adjustments to be made to support you to apply, interview or join the Hatch team please contact jobs@hatchenterprise.org.

Role Purpose

Are you a strong fundraiser with experience of corporate partnerships? Do you have an eye for new opportunities to grow income, and the ability to lead them with ambition? Do you have a drive to constantly improve the way we do things in a way that delivers a better experience for donors and partners? Are you passionate about creating mutually beneficial partnerships to empower underrepresented entrepreneurs and make the world a better place?

If you've answered yes to the above you could be our new Corporate Partnerships Manager, who will contribute to the Fundraising and Partnerships team in a new phase of innovation and strategic fundraising growth for Hatch. You will work closely with the Head of Corporate Partnerships to steward our key strategic partners and reach out to new potential partners.

At Hatch we are not limited by opportunities but by capacity. Demand for our programmes is greater than ever, from beneficiaries as well as from corporate and governmental partners. Over the past four years, we have made strides in developing our Fundraising income, pipeline and capabilities enabling us to rapidly pivot, innovate and capitalise on new funding opportunities. Our income has grown from £500k pa in 2019 to over £2m in 2023 and we've even been shortlisted for the Third Sector Fundraising Team of

the Year 2022.

We have a strong track record in developing corporate partnerships and delivering against programmatic grants. We have multi-year partnerships with UBS, NatWest, eBay, Pizza Hut, Bloomberg and BlackRock to name a few. Working with our Head of Corporate Partnerships, we would see you building on this track record and personally taking the lead on creating and inspiring bigger, better and stronger partnerships.

You will also act as an ambassador and represent the charity externally, promoting the work of the organisation and developing productive relationships and partnerships with external stakeholders to secure greater commitment to the charity.

This is a fantastic opportunity to join a professional and energetic experienced fundraising team to learn from and grow with.

Responsibilities

Account Management/ Stewardship

- Supporting day-to-day stewardship of Hatch's strategic partners including Pizza Hut, UBS, BlackRock and NatWest.
- Integrating closely with our Programme team to support the engagement of founders for corporate requests (e.g. founders at corporate opportunities/ supply chain/ stalls/ panels etc).
- Work closely with the Programme team to develop volunteering opportunities and reporting back to partners on staff engagement (for example Friendly Dragons on Demo Days).
- Lead on additional stewardship and cultivation events (Lunch & Learns, networking events, showcase events)).
- Review and support on corporate volunteer onboarding.

New Business

- Fully research potential prospects and identify new regional and UK wide partnership opportunities, targeting proposals and making the most of links to develop long lasting partnerships.
- Cultivate potential employer partners, using networking and commercial skills to make imaginative, accurate and timely partnership proposals and applications.
- Support Head of Corporate Partnerships in securing and growing each partnership's financial contribution covering both a corporate charitable donation and launching new employee engagement/fundraising activities.

Reporting/ Comms

- Write compelling cases for support to engage and motivate new and existing funders.
- Manage Benevity and Donorbox for additional donations.
- Use Monday.com and other CRM systems to record all approaches and delivery.

- Ensure the invoice and impact reporting schedule is clear with written contract agreements in place.
- Support Head of Corporate Partnerships to move partnerships from 'in year' renewal to a secure multi year (ideally three) year commitments/ written agreement.
- Work with colleagues to collate and deliver accurate data insights and impact reporting and inspiring story telling collateral related to partnerships.
- Develop the brand ambassador pillar of the partnership, inspiring and engaging employees to want to volunteer and fundraise for Hatch Enterprise, delivering effective employee focussed events and content for corporate comms internal and external channels.
- Collate and share information for internal and external reporting purposes (i.e. sharing best practice, success stories).

Person Specification

- Superb networking and relationship management skills, evidenced by experience of New Business Development and Account Management, ideally in the charity sector;
- An excellent copywriter, with the ability to create compelling proposals which demonstrate the impact of our work and present a strong case for support to funders;
- Good knowledge of the UK corporate sector;
- Experience of prospect research, and with exceptional attention to detail;
- Analytical skills and the ability to see an opportunity, make a connection and seize the moment in relation to partnership building to meet mutual objectives;
- Efficient and accurate administrative and organisation skills;
- Good understanding and experience of working with corporate CSR, D&I, HR and commercial teams to build partnerships;
- An independent thinker, with the energy and organisational skills to manage different leads and work to tight deadlines;
- Ability to work effectively with others and in a team, to convene and facilitate stakeholders to collaborate on projects.
- Able to commit to evening and day-time events, predominantly in London.
- A can do attitude and approach.

Benefits

We care about our people and giving them the things they need to succeed, and we are passionate about Hatch being a great place to work.

We are a hybrid working organisation, and our head office in Elephant and Castle is available for anyone to work from as much or as little as they'd like. We provide all team members with a laptop for ease of use

wherever you choose to work. Although we offer the flexibility to work from home, there are times when it is useful for us to get together in person for certain meetings and team days.

Our benefits include:

- Flexible working - work from home or in the office and at the times that work best for you
- 37 fully flexible holiday days (including the 8 UK bank holidays) in 2024
- 4 days per year paid time off to volunteer
- 4 Wellbeing days per year
- Access to Hatch programmes and events free of charge
- Paid time off for dedicated learning and development opportunities
- Employee Assistance Programme run by Health Assured
- Team days/get togethers 3 times a year
- Employee pension scheme
- Salary sacrifice scheme
- Enhanced parental leave
- Cycle to work scheme
- Eye care scheme
- Enhanced sick pay leave
- Interest free loans to purchase season tickets for travel to work

To Apply

Please note we are only able to accept applications from candidates who have the right to work in the UK.

In order to apply for this role, we ask all candidates to provide a CV, a cover letter and a response to the following bullet points:

- What excites you about Hatch as an organisation and about this role in particular?
- Give an example of an organisation we should approach for a mutually beneficial partnership and explain why?
- What would you do in this role that would really make an impact?
- Where did you first hear about this opportunity?

We are only accepting applications via the portal which is accessible on our website. Please note - we will not consider any applications unless they include a CV, cover letter and response to the points above, and/or if they have not been submitted through our application portal.

If you have any questions or need any help with your application, please drop us a line via jobs@hatchenterprise.org (recruiters will be politely turned away).

If you apply, we will process your personal data for recruitment purposes only and in accordance with our [Data Privacy Policy](#).