



Role Description

Role	Fundraising Manager (Corporate Partnerships & Philanthropy)
Office Base	Remote or Hybrid – to be agreed Our head office is in Victoria, London
Salary	£37,400 per annum at Full Time Equivalent (35 hrs) and depending on experience. The role is a two year fixed-term contract, with renewal subject to funding. We are open to contractor offers , please indicate at application
Hours	32 hours/4 days with an actual salary of £34,194.29 per annum. We are flexible around when hours are worked , and open to discussion around number of hours or days for the right candidate.
Leave	25 days and 8 Bank Holidays plus 2 personal days plus 3 days discretionary between Christmas and New Year
Reporting to:	Co-CEO – Strategic Lead - Income Generation
Charity Mission:	<p>We are an empathy-led charity. We work alongside young people who have experienced injustice, inequalities, trauma, and childhood adversity. We work to heal trauma and adversity through empathy & caring relationships.</p> <p>We then support young people to use their lived experience voice to make change happen for others. You can learn more about us at our socials or our website here.</p> <p>At Peer Power Youth, everything we do is centred around young people and we work alongside young people who have designed and developed our organisation from the start. We want to make sure that the young people who are not usually heard in society ARE heard.</p> <p>The young people we work alongside are passionate about using their experience in a positive and powerful way to improve services that then impacts many more young children and young people.</p>
Main Tasks	<ul style="list-style-type: none"> • Develop and deliver on strategic corporate & major donor strategy that increases unrestricted funds, builds a strong pipeline and meets income targets through corporate and major donor gifts, sponsorship, CSR partnerships and other support • Proactively identify and build a meaningful partnerships portfolio with corporates, businesses and major donors • Collaboratively develop and implement a focused calendar of fundraising events that can increase engagement from corporates and major donors.

	<ul style="list-style-type: none"> • Developing the corporate volunteering proposition within the charity, implementing collaboratively across teams • With the Communications team, co-create an inspiring stewardship journey for corporate, business and major donor partners, representing the charity using proposals, presentations, impact stories and events • With the Communications team, build engagement from donors and supporters through impactful content for both the website and social media • Work closely with the lead Co-CEO, and other fundraisers in the team to reach the overall fundraising target, keep our CRM and pipeline records updated and report on progress • Ensure that fundraising complies with all relevant codes and charity/fundraising laws, including the Code of Fundraising Practice, GDPR and industry best standards. • Where required, set clear direction and delegate tasks for fundraising contractors
Other Tasks	<ul style="list-style-type: none"> • Completion of weekly contact report demonstrating income achieved, leads followed and contact with regular givers. • Health and Safety – ensure fundraising related events are assessed for risk and welfare to participants • Maintain the monthly pipeline of activity with up-to-date income, reporting, forecasting and areas for opportunity. • Meeting with team across Peer Power Youth to ensure areas for collaboration and opportunities are not missed. • Ensure donors and supporters are thanked, valued and fed back to promptly and that the necessary follow up is completed and logged using the CRM • Proactively staying across the Fundraising sector to identify trends and areas of opportunity. • Represent Peer Power Youth at internal and external events including networking events, as and when required.
General	<ul style="list-style-type: none"> • Build and maintain trusted relationships across Peer Power Youth and partners, and always positively represent Peer Power Youth. • Maintain organisational culture, by living the values of Peer Power Youth and modelling healthy working practices and relationships. • Be a valued and pro-active contributor to team development activities and core meetings. • Follow Peer Power Youth’s policies and procedures • Undertake any other duties and reasonable requests that are in keeping with the nature of this post and to support the charity

Person Specification	
Knowledge & Experience	<ul style="list-style-type: none"> • Experience in income generation and/or CSR Partnerships, ideally high-value but happy to consider candidates with other income stream experience • Proven successful track record of securing income and meeting high value income targets, ideally with a specialism in corporate partnerships major donors OR HNWI's (or both), and/or engaging contractors to deliver this • Knowledge and experience in account management, donor acquisition, relationship management/stewardship, supporter growth and retention • Experience of negotiating and developing partnership agreements and contracts with businesses and supporters • Experience and knowledge about delivering fundraising events that can increase engagement from corporates and major donors • Experience of corporate volunteering opportunities and ability to implement collaboratively across teams • Proven experience of producing high quality and compelling proposals, reports and correspondence to inspire generous support. • Ability to communicate to a high standard with a variety of audiences, both verbally and in writing, and in both formal and informal situations. • Experience in reporting on income and progress measurement (eg KPI's/KPR's), budget experience is desirable but not essential • Knowledge of the regulatory environment within the Fundraising Code of Practice as well as data protection legislation (GDPR, PECR), and Gift Aid.
Skills & Capabilities	<ul style="list-style-type: none"> • Excellent written and verbal communication skills, with the ability to adapt style based on the audience to gain financial and in-kind support • Exceptional skills in connecting and building strong relationships with a range of people, from major donors, funders and corporates to the internal team and Young Partners at Peer Power Youth • Effective project management skills with ability to prioritise workloads, organise tasks effectively and collaborate with others • Ability to deliver on strategic plan and working collaboratively • Able to analyse information and produce high-quality reports and presentations • Self-motivated, takes personal responsibility, can work independently as a team, problem solve and spot opportunities. • Excellent IT skills, including online use of Teams/Zoom and ability to use CRM (Beacon) for fundraising
Values & Behaviour	<ul style="list-style-type: none"> • Tenacious, creative and innovative solution focussed approach, with a commitment to delivering high standards of work, ensuring accountability and transparency

	<ul style="list-style-type: none"> • Willingness to promote Peer Power’s work and ethos, and a genuine commitment to our vision, mission, and living our values, particularly empathy • Commitment to ongoing learning, reflective practice and development professionally and personally
General	<ul style="list-style-type: none"> • Follow Peer Power Youth policies and procedures and ensure proper use and security of the office and equipment • Keep appropriate records on Beacon, Peer Power’s Case Management System, ensuring data is processed in line with data protection policy and regulations • Able and willing to travel across South-East and London, occasional out of office hours or national travel (agreed in advance). A driving licence and access to a car is desirable, but not essential