



## **Job Role: Fundraising & Partnerships Manager**

An exciting new opportunity has arisen at the Somerset Cricket Foundation. We are looking for a proactive, inclusive, and collaborative person to continue to raise the profile of the Foundation.

The successful candidate will be responsible for managing our fundraising portfolio and supporting the delivery of a fundraising strategy. This will be achieved by developing strong links with partners, identifying additional revenues from donors and individuals, plus creating a calendar of fundraising/community events in line with agreed financial targets.

It is an exciting time to join Somerset Cricket Foundation, having gained charitable status in 2021. The past two years has seen a growth in activity across our programmes, with the strong expansion of our community engagement work. The Foundation is striving to make cricket the most inclusive sport to people in Somerset and this role is fundamental to allow us to flourish into a charity that offers the very best opportunities to all people.

The success and reputation of the Foundation continues to grow both locally and nationally. This has led to corporate partners of the Somerset County Cricket Club and other local organisations wanting to support Foundation initiatives. Our existing partners support projects such as Cricket in Schools, Community Activation, and Disability Cricket, and support to our club network. We want to continue engaging with local organisations to create new opportunities for community and individual donor engagement to help support us with our objectives of growing the game and making the game of cricket accessible to people from all walks of life and diverse backgrounds.

### **Somerset Cricket Foundation Values**

- Togetherness
- Nurture
- Dedication
- Integrity
- Growth

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## **Job Description**

### **Job Title:**

Fundraising & Partnerships Manager

### **Reports to:**

Managing Director

### **Responsible for:**

N/A

### **Contract:**

Permanent



**Hours:**

21-28 hours per week – occasional evening & weekend working may be required.

**Salary:**

£32-36k per annum pro rota

**Location:**

Hybrid working available

**Main Purpose of Job:**

We are seeking an experienced fundraiser with excellent relationship management skills to help build resilient and profitable income streams for the Somerset Cricket Foundation (SCF) and extend the reach of the charity's profile. This will include working with existing and new corporate relationships, individuals and Trusts & Foundations.

You will develop and use stewardship tools to guide donors and partnerships through their giving journey; including cultivation plans, proposals, and reports. You will be involved in sourcing and presenting tailored information, making appropriate financial and non-financial requests.

**Main Responsibilities:**

- Agree an annual high-value fundraising strategy for SCF, in collaboration with the Somerset Cricket Foundation Fundraising Committee and Managing Director.
- Take overall responsibility for the development, growth, and implementation high-value relationships.
- Develop and create new fundraising opportunities that raise the profile of SCF and attract new partners and donors.
- Nurture and maintain long-lasting positive relationships with corporate contacts and individual supporters to build a loyal supporter base.
- Collaborate proactively with the SCCC Commercial team and associated fundraising partners, to broaden the reach and impact of the work of SCF and promote the wider club.
- Promote the work of the SCF at networking events, through associated media and literature.
- Input into the creation of the annual SCF Impact Report, ensuring it is shared with new and existing supporters.
- Monitor and evaluate the annual impact that fundraising is bringing to the Foundation through effective reporting.
- Work collaboratively with the SCF Programme leads to identify opportunities in raising awareness and essential additional revenues.

**Knowledge, skills and experience required:**

**Essential**



- Experience in a similar role with a proven track record of successfully meeting fundraising targets.
- Ability to build a focused prospect pipeline.
- Excellent communication skills both written and spoken, with the ability to write and present compelling fundraising pitches and proposals.
- Strong strategic planning and organisational skills.
- Accuracy and attention to detail.
- Inclusive style of working.
- Strong communicator who works well in a team.
- Collaborative approach and the ability to learn quickly and a 'can do' attitude.
- Strong IT literacy, including MS Office.
- Excellent time management skills and the ability to use their initiative.
- Some flexibility around working hours will be required including evenings and weekends.

### **Qualifications and skills**

- Valid DBS Certificate
- Full and valid UK driving licence. Insurance must cover 'Business' use.

### **The Ideal Candidate**

- You will be energetic and positive in your approach.
- Passion for supporting inclusivity in society.
- Have knowledge of the legal fundraising environment – Data Protection, Gift Aid, fundraising legislation.
- A naturally collaborative style of working.
- Excellent understanding of current trends within corporate and high value fundraising.
- Comfortable with technology and introducing new approaches.
- You will need to be strong at time management and prioritisation.
- You will have a genuine passion and belief that people are treated equitably, that people receive the dignity and respect they deserve and that their differences are celebrated.

### **Key Contacts:**

**Internal:** Managing Director, Board of Trustees, Programme Managers, Financial Administrator, SCCC Staff.

**External:** Commercial partners, potential donors, National & Regional business network, ECB staff, other Trusts and Foundations



**SOMERSET CRICKET  
FOUNDATION**

## **Safeguarding**

Somerset Cricket Foundation is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment.

As part of our safer recruitment process all roles are subject to an enhanced or standard DBS check (as appropriate to the role) and two satisfactory references.

We ensure that we have a range of policies and procedures in place which promote safeguarding and safer working practice across our services. Somerset Cricket Foundation is committed to being an Equal Opportunities Employer.

If you would like to learn more about this opportunity please contact Jon Bendle.

(M) 07753 881 272 (E) [Jon.bendle@somersetcricketfoundation.org](mailto:Jon.bendle@somersetcricketfoundation.org)

The deadline for applications to be received is midday 12<sup>th</sup> December 2024.