



# Fundraising Manager (Corporate Partnerships & Philanthropy)



## Job summary

**Position:** Fundraising Manager (Corporate Partnerships & Philanthropy)

**Reports to:** CEO

**Location:** London/hybrid

**Salary:** £34,194.29 for 32 hours per week



Peer Power Youth is a national charity that leads with empathy and does vital work to support young people who have experienced trauma.

Our vision is for a world where all young people can realise their dreams and live their best life.

Our mission is to enhance the lives of young people who have experienced trauma and work with them to create positive change in services for others.

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. The young people we work alongside are passionate about using their experience in a positive and powerful way to improve services.

## **Role description:**

For this role you will need to have specialist experience and successful track record for income generation in either corporate partnerships or Philanthropy / Major Donors or both. If you are a specialist fundraiser in one area and would like to develop skills and experience in the other area, please do apply. You will be supported with training, and specialist contractor support to support your development. You will support the Co-CEO ( income generation lead), to maximise income to meet and exceed financial targets, maximising supporter engagement and income.

You will have autonomy in your role in a supportive and flexible environment, as well as having a core team working with you, including the lead Co-CEO for income generation, youth engagement team managers, the Head of Communications & Marketing, a fundraising contractor (trusts and foundations) and two experienced lead Trustees for income generation and communications.

Peer Power Youth has a successful track record of securing income from Trusts and Foundations and earned income through training sales, contracts and consultancy, which has enabled us to achieve individual impact for young people and tangible system change impact for thousands more children and young people. In this role, you will help us to build and deepen this impact, therefore you must have a track record of securing support and income from local and /or national businesses, brands and corporates and individuals through regular giving, one-off gifts, sponsorship, CSR partnerships and employee engagement opportunities.

## **The successful candidate will have:**

Excellent commercial awareness, strong communication and inter-personal skills and a demonstrable track record in achieving income targets through corporate and or major donor/philanthropic fundraising.

A natural at developing and sustaining trusted relationships, you are excited by developing our approach, generating new brand and corporate partnerships, with creative ideas that link to our charity mission and brand.

With support from our team, you will develop and deliver a new strategic corporate & major donor strategy aligned with our mission & brand and raise awareness of our impact, identifying, building and maintaining the supporter/donor base.

You may be in a charity fundraiser role already, or from a different sector with transferable experience of business development or partnerships.

## An average week might look like:

- Working from our London office or your home, having meetings with the Co-CEO, Head of Communications, Trustee Lead for Income Generation, and sometimes young partners from Peer Power Youth. You might be working creatively on materials, ideas or events
- Out and about, across London and South East, you are developing exciting new partnerships that income generate and support for the charity
- Meeting with contractors, overseeing their work and being informed by their fundraising specialist areas to income generate for the charity
- Identifying and stewarding donor and partner relationships, securing donations/or other support from corporates, HNWI's, Philanthropists etc
- Producing impact and progress reports, writing funding applications (sometimes with contractor support)
- Meeting with Co-CEO and Finance team to update on pipeline and the fundraising budget, using our CRM

## How to Apply:

Please apply by sending your CV, with your contact details and current availability to [recruitment@peerpower.org.uk](mailto:recruitment@peerpower.org.uk) . If you would like to, you can also send a supporting cover letter, and/or achievements you are proud related to income generation.

**Please apply by the closing date of Tuesday 7th May 12 Noon.**

