



Senior Corporate Partnerships Manager



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to Work 2024



# Welcome! We're so glad you're interested in joining our team.

## Who are we?

### Resurgo means 'to rise up again'

We believe everyone has a part to play in the transformation of society, and if we each rise up to play our part, society will flourish.

We use our expertise in coaching and impact management to inspire and equip organisations to play a part in transforming society. We work with them to shape a strong internal culture, to deepen their external impact, and to help unemployed individuals into sustainable work.

## Our work

The **Spear Programme** equips unemployed 16–24-year-olds facing barriers to employment with the skills and mindset they need to find work and to thrive once they're there. It's currently run in partnership with 17 churches throughout the UK, with more launching later this year and ambitious plans to expand further.

Our **corporate and impact coaching** delivers group and 1-1 coaching for a range of organisations, helping them to work together more effectively and create social change.

## Our impact

Since its inception, the award-winning Spear Programme has worked with more than **10,500** young people, of whom **75%** are consistently in work a year later.

Our recent **Data Labs evaluation** with the DWP showed that taking part in the Spear Programme **reduces the likelihood of being NEET by 20%** compared to those who do not.

# Responsibilities

*We're looking for an ambitious and driven individual who thrives in developing and stewarding relationships that help drive corporate charitable income.*

## Research and Development

- Work with the Head of Corporate Partnerships to scope and develop a new strategic programme to secure high-value income-generating charitable partnerships to help reach more young people
- Work with key corporates to inspire them and better understand the kind of offer that might be attractive to them
- Identify and research opportunities to build new six-figure, multi-year partnerships with corporates to support targeted Spear Centres around the UK

## Pitching

- Develop tailored partnership proposals for each prospective corporates, including volunteer engagement opportunities and funding requests
- Provide specific funding projects, budgets and other financial information as required
- Meet with individual potential partners to present and promote the overall work of Resurgo and the benefits of corporate partnerships and represent Resurgo and the team at community and industry events
- Work with the Corporate Partnerships team and Resurgo Communications team to assist in developing tools, collateral, campaigns and messaging to reach prospective corporates and increase brand awareness

## Account Management

- Once established, manage existing relationships with high-value Spear Centre corporate partners, devising a partnership plan for each and ensuring they are appropriately stewarded
- Work with the Corporate Partnerships Executive to utilise volunteering opportunities to increase engagement among corporate partnerships
- Maintain high levels of engagement with corporate partners through meetings, regular updates and timely reports, at a level appropriate to their considerable investment.
- Maintain accurate paper and electronic records for all corporate prospects and partners
- Assist in training and equipping the sponsored Spear Centre to take part in stewarding the corporate partnership on a long- term basis



## Personal qualities we're looking for...



A practising Christian who is passionate about personally representing the Christian values of Resurgo and committed to Resurgo's mission to transform society



Passionate about connecting and engaging with corporate partners to ensure we can continue to support young people facing serious barriers to achieve sustainable employment



Proven ability to raise funds, develop business partnerships or drive sales. Excellent client management using CRM tools such as Salesforce are desirable



An excellent communicator with strong relational skills and the confidence and ability to develop a rapport with and positively influence a variety of people from diverse backgrounds in the corporate space



Excellent writing skills, attention to detail and accuracy, including the ability to produce compelling proposals for a professional, corporate audience



Demonstration of leadership capabilities; proactive, responsive and a self-starter. Ability to manage multiple priorities to meet targets and deadlines. Strong numerical, reporting and organizational skills, including the ability to establish appropriate and effective processes and structures



## Working for us

- Salary: £40,000 - £45,000
- Office-based in Hammersmith, London
- Full-Time, 2-year fixed-term contract
- Monday – Friday, 09.30am – 05.30pm, with occasional evening work for events such as our Spear Celebrations
- 28 days annual leave (including Christmas Gift Days) plus bank holidays
- Excellent staff development and training opportunities, including our 5-day Coaching for Leadership (valued at £3,000)
- Regular staff prayer meetings, conferences and retreats (one residential)
- Vitality Health Insurance Benefit

We have a flexible working policy and encourage a good work life balance, alongside our culture of excellence, authenticity, and fun.

We are an office-based organisation and value the collaboration and opportunities to work creatively and build community that this offers us. Core team office days are Tuesday and Wednesday with flexibility on other weekdays.

## Our coaching and feedback culture

**Coaching is part of our organisational fabric.** We're passionate about its power to bring about robust change, and so we use coaching techniques in everything we do - whether delivering our outward-facing initiatives, or internally as our standard approach to line management, meeting facilitation, giving and receiving impactful feedback, and recruitment. We think our coaching approach makes our work better, and our culture unique.

All our staff receive extensive and ongoing training in coaching techniques, delivered by our team of highly experienced Master and Professional Certified Coaches, and we offer our professional coaches the opportunity to gain ICF accreditation with us, as well as ongoing training at an advanced level, so we're confident that our coaches are sector leaders. We're proud that the ICF has also recognised us as one of the top 10 organisations in the world to demonstrate the positive effects of coaching, as one of 10 finalists in the **2022 ICF International Prism Award**.



# What it's like working for us

You'll find our team behaviours (set out below) threaded through all we do, but don't just take our word for it!



## Excellence

We are committed, enthusiastic, proactive and hardworking. We go the extra mile.



## Confidence

We 'believe we can', stemming from our confidence that God will equip us.



## Creativity

We love trying new things, adapting, and changing tack, even when it's risky.



## Honour

We always speak well of each other, champion others, and celebrate successes.



## Service

We all roll up our sleeves and get stuck in, even when it's 'not our job'.



## Hospitality

Relationships are important to us; we invite people in, and share generously.



## Authenticity

For us, there's no 'work self' and 'home self'. We want to work with the whole, real you.



## Fun

We are deadly serious about enjoying our work and taking time for a joke.



## Feedback

We respect each other enough to give challenging feedback to help others grow.



## Worship

We worship and pray all the time, for each other and for our work.



I love Resurgo's culture - full of excellence with this perfect marriage of fun. It empowers us to release potential not just in our teams but with every individual we come into contact with.



"Society today is facing huge challenges, so to be part of an organisation that believes in delivering lasting social change is inspiring"



**Questions?**

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