

Job Description

Role	Senior New Business Manager	Location	London / Hybrid (2-3 dpw in office)
Reports To	Head of Corporate Partnerships	Responsible For	None
Team	Fundraising & Communications Directorate	Contract Type	Permanent
Salary	£42,642	Hours of work	37.5 (flexible working requests considered)

Summary Purpose - what you will be achieving

The Senior New Business Manager plays a pivotal role in the success of the Fundraising and Communications directorate and London Youth as a whole. In line with our new fundraising strategy, you are responsible for securing new six-figure corporate partnerships, achieving ambitious personal targets and contributing to our overall fundraising target of £6.2m in 2025. Your focus will be on high value long term relationships with businesses generating both restricted funds and unrestricted funds.

About the role – what you will be doing

- Prospecting corporates that align with our mission and vision, objectives, and restricted and unrestricted fundraising needs
- Building a personal pipeline of prospects and moving them through the funnel to hit monthly and annual KPIs, including financial targets
- Ensure first class stewardship of prospective partners, building relationship with high value funders for the long term through the full range of London Youth offers
- Developing compelling and winning pitches and proposals that align the strategy of the corporates with the needs of young people, youth organisations, and London Youth
- Collaborate with colleagues at all levels to develop compelling and winning proposals and supporting materials to the highest standard
- Working closely with the senior team, board, and development board to leverage connections and facilitate introductions to prospects
- Collaborate with and support the Head of Corporate and the Senior Account Manager to ensure success across the wider corporate partnerships team
- Ensure all information is recorded in an accurate and timely manner across all relevant systems and in line with all relevant processes and procedure, including Salesforce and Sharepoint, due diligence and contracting, and financial
- Utilise data to analyse performance, take informed decisions, and report in an accurate and timely manner to relevant stakeholders
- Contribute to the organisation and team's annual plans, strategies, budget planning, and reforecasts
- Understand, support and communicate the vision, mission, and aims of London Youth and the needs of young people and youth organisations

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- Reflect our inclusive culture in your day-to-day work and support a positive health & safety and safeguarding culture in your interactions with colleagues, young people, and youth organisations
- Follow our organisations anti-racism principles and practices as you actively promote and respect diversity and inclusion in all aspects of your work and working relationships.

You will:

About you – what you bring to the role

The following attributes are required for the role.

Knowledge and Experience:

- Proven track record of securing high value corporate partnerships at the six-figure level in the charity sector or private sector
- Ability to research, identify and secure both unrestricted and restricted income
- Strong written and verbal communication skills, with experience of developing compelling proposals and collateral - experience using Canva a plus – and pitching
- Excellent relationship building and stewardship skills with ability to represent London Youth to a variety of stakeholders including C-Suite level
- First class knowledge of the corporate fundraising landscape and the wider charity environment, including the ability to spot trends and implement best practice
- Ability to work independently, multi-task, and prioritise a busy workload
- Ability to collaborate with a diverse range of internal and external stakeholders to produce accurate work of the highest possible standard
- Passion for personal and professional development, as well as a proven can-do attitude to get involved in various aspects of fundraising delivery when/if needed
- Creative mindset to find new ways to engage and partner with corporates to raise funds for London Youth

Attributes and Behaviours:

- Passionate about and committed to improving the lives of young people
- A demonstrable sense of ambition with a can do attitude
- Ability to work on your own initiative
- Collaborative team worker willing to seek advice and support from others
- Commitment to quality and attention to detail
- Problem solver and comfortable working in a changing and flexible environment
- Resilient and able to adapt and thrive in a target-driven team
- Willingness to learn new skills

You will be able to demonstrate our values of being:

- Ambitious
- Collaborative
- Inclusive
- Accountable

Benefits

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- Generous holiday allowance – 39 days paid annual holiday each year. If you work part-time, your holiday allowance (including closure days) will be proportional based on working hours.
- Employer 4% pension contribution.
- Additional leave granted to support voluntary activity.
- Free access for you and your family to the Employee Assistance Programme.
- Free access to the 'Headspace' app for you and your family.
- Free Health Care Cash Plan.
- Flexible working opportunities considered.
- You'll be working with a fantastic team of passionate colleagues across London Youth.
- You will be making a difference to the lives of young people.

About London Youth

We are London Youth: a charity on a mission to support the capital's youth sector to improve the lives of young people. We do this with and through our members – a network of 600 youth organisations – and at our two outdoor residential centres, Hindleap Warren and Woodrow High House.

Throughout our 135-year history, community youth organisations have provided a constant lifeline and a vital safe space outside the family and formal education, where young people can develop confidence, resilience and skills. Young people need opportunities outside school to have fun with their friends, to make a positive change in their communities and to shape the city they live in.

We look to work with all young people, focusing particularly on those who wouldn't otherwise have access to the kind of opportunities we offer.

In 2022-2023, we worked with 571-member youth organisations who supported more than 650k+ young Londoners. 24,680 young people took part in our programme events and activities, with 15,000 enjoying activities at our two outdoor learning centres, Woodrow and Hindleap. We supported 1,442 youth professionals at over 164 of our training and network sessions.

Closing date for applications is: 19th March 2025

Interviews will be held on: 26th March 2025

Please submit your application through London Youth's careers page. It is essential that in your written application you give evidence of examples of proven experience/skills for 'what you will bring to the role' criteria.

If you have questions regarding the role or the recruitment process, please contact: Jenna Millican at Jenna.Millican@LondonYouth.org

