



Volunteer Partnerships & Growth Manager (Remote)

Organisation: Influential Stars

Location: Remote (UK based). London or Herts preferred (not essential)

Commitment: Flexible voluntary hours, with no fixed or minimum commitment

Contract Type: Volunteer

About Us

Influential Stars is a purpose driven platform connecting creators, supporters, and causes through exclusive experiences and campaigns that raise funds for UK charitable organisations. We are a growing team committed to delivering meaningful impact through professionally managed experiences.

Our Story

Influential Stars was founded by Lisa Connell, who is living with an inoperable brain tumour and has spent many years raising awareness and support for UK causes. The platform was created from a deeply personal belief that influence, connection, and community can be powerful forces for good when brought together in the right way.

Volunteers play a vital role in helping turn that vision into real world impact, enabling experiences that raise funds, create joy for winners, and support charitable organisations across the UK.

The Role

We are seeking a proactive, confident and relationship-driven Volunteer Partnerships & Growth Manager to identify, approach and onboard potential affiliate partners, collaborators, businesses, agents, talent managers and professional networks that can help expand the reach of Influential Stars.

This is a telephone-led outreach and appointment-setting role, supported by email and online communication. You will make initial contact, explain how organisations can get involved, establish whether there is genuine interest and arrange introductory appointments with the appropriate Influential Stars team member. This is a relationship-led role rather than hard selling.



Key Responsibilities

- * Research and identify suitable affiliate partners, businesses, collaborators, agents, talent managers and professional networks
 - * Make introductory outbound calls to potential partners
 - * Explain the Influential Stars opportunity clearly and confidently
 - * Establish interest and whether the opportunity is a suitable fit
 - * Arrange qualified introductory appointments with the appropriate Influential Stars team member
 - * Support onboarding of new collaborators and affiliates
 - * Build and maintain positive relationships with partners and introducers
 - * Encourage ongoing engagement and participation
 - * Maintain regular communication to nurture long term partnerships
 - * Coordinate with internal team members to ensure smooth onboarding
 - * Provide clear information about roles, expectations, and opportunities
 - * Maintain accurate records of outreach and partnerships using our CRM management system
 - * Follow approved contact, data-protection and direct-marketing procedures
 - * Represent the organisation professionally in all communications
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Skills and Experience Required

Essential:

- * Experience in outreach, partnerships, business development, or relationship building
- * Excellent customer service skills
- * Outstanding written and verbal communication skills
- * Confidence making outbound calls, speaking with new contacts and building rapport quickly
- * Strong networking ability and proactive approach
- * Strong IT skills, including confident use of computer databases and standard office software (e.g. Word, Excel)
- * Experience using a CRM or similar database system
- * Highly organised with strong attention to detail
- * Ability to work independently and manage multiple contacts
- * Professional, reliable, and personable manner

Desirable:

- * Familiarity with HubSpot CRM (preferred but not essential as training will be provided)
- * Experience in affiliate programmes, partnerships, or community building
- * Experience in outbound calling, lead qualification or appointment-setting
- * Experience working remotely within a team
- * Interest in charitable or social impact work
- * Based in London or Hertfordshire for occasional in person meetings (not essential)



Working Arrangement

- ★ Fully remote position
 - ★ No fixed or minimum hours; volunteering can be arranged flexibly around your existing commitments
 - ★ No travel required. However, if you choose to meet with partners in person, reasonable travel costs will be covered where possible
 - ★ Occasional (optional) in person team meetings
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Why Volunteer With Us

- ★ Play a key role in expanding a platform designed to create meaningful impact
 - ★ Help build networks that support fundraising for UK causes
 - ★ Gain valuable experience in partnerships, outreach, and growth strategy
 - ★ Join a mission driven organisation at an exciting stage of development
 - ★ Flexible volunteering that can fit around other commitments
 - ★ Opportunity to build a wide professional network across multiple sectors
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