



Wasps Legends – Business Development Manager (Events)

About Wasps Legends Charitable Foundation

Wasps Legends Charitable Foundation was founded in 2012 with the sole aim of giving back to a remarkable community. Through an extensive programme of fundraising events, the foundation has raised over a million pounds for over 70 deserving causes who align with the foundation's vision of *changing lives through the spirit of Rugby*. We are immensely proud of our impact and we invite you to apply for the position of Business Development Manager to help drive future growth of the foundation to enable us to continue to make a meaningful difference in the lives of those who need it most.

About the role

We are an equal opportunities employer, committed to growing the diversity within our foundation and an environment within which our employees can thrive. The safeguarding and welfare of our team and supporters is paramount. We expect all employees and volunteers to share these commitments.

You will be responsible for long term membership and commercial growth across the Foundation. You will implement an effective approach that expands our reach, strengthens existing relationships and builds networks to help facilitate new charity opportunities that actively benefit the Foundation.

You will be responsible for managing and developing a portfolio of existing fundraising donors, deepening their relationship with the Foundation and upscaling donated gifts as well as developing a healthy pipeline of new donors with a view to increasing our fundraising portfolio.

You will also work with our Head of Foundation to help deliver a successful, diverse and fulfilled events programme to drive fundraising, engage existing members and corporate sponsors as well as attract prospective new donors to our Foundation.

Responsibilities

- Cultivate and maintain relationships with individual donors (including members), major donors, corporate sponsors, and other foundations/benefactors.
- Review and relaunch the Foundation's Corporate Partner Programme to generate significant commercial growth
- Review and remarket the Foundation's Membership Programme expanding our supporter base year on year.
- Help develop and implement effective fundraising strategies to coincide with these relaunches to enable us to meet annual fundraising goals.
- Manage donor, corporate partner and membership databases including the membership benefit programme.
- Assist in creating a calendar of fundraising events that generate income and cultivate our supporter base
- Convert one-off donors and event attendees into regular donors and/or members.
- Monitor and evaluate member, commercial and fundraising performance.
- Build out a Wasps Legends Ambassador Programme which helps facilitate revenue growth.
- Perform administrative duties to support the Head of Foundation and Chair where applicable.

Experience

- Experience in individual fundraising, donor relations, or related fields.

- Knowledge of current trends and best practices in individual giving and philanthropy.
- Experience in being proactive to actively seek and secure new business development opportunities
- Experience in Event Management; including budget creation, venue sourcing through to event delivery.
- Strong organisational and project management skills.
- Strong written and verbal communication skills.
- Excellent interpersonal and relationship-building abilities.

How to Apply

Applicants should send their CV and a cover letter outlining their relevant experience and skills for the role to Toby Holcroft – foundation@waspslegends.co.uk

Job Type: Full-time, Permanent

Work Location: Remote Working

Schedule: Monday to Friday (but flexibility to work weekends and evenings when events are on)

Pay: £35,000 per year

Bonus Scheme: You will be eligible for the Wasps Legends Bonus Scheme which will award a discretionary bonus relative to performance where applicable.

Application deadline: Friday 16th August 2024.

Expected start date: Tuesday 1st October 2024.

Please note, all candidates must provide proof of Right to Work in the UK. We cannot offer sponsorship to overseas applications.