

FUNDRAISING AND CORPORATE PARTNERSHIPS MANAGER (Part-time)

We are currently recruiting for an outstanding Fundraising and Corporate Partnerships Manager for the Teaching Awards Trust. This is an exciting newly created opportunity within the charity. The successful candidate will be supporting the CEO to develop the fundraising strategy, managing and building existing partnerships and building out new income generation strategies. It offers flexible working and working from home.

WHO WILL YOU BE WORKING FOR?

The Teaching Awards Trust is a national charity which raises the profile of the outstanding work that takes place in education and raise the morale of all those who work in education. We run the National Thank a Teacher campaign which encourages young people, parents, and fellow teachers to say "thank you" to a teacher who has really made a difference in their lives and the Pearson National Teaching Awards, an annual awards scheme that recognises outstanding educational professionals from across the UK, televised by the BBC

WHAT WILL YOU BE DOING

You will proactively develop and manage a pipeline of strategic, corporate partnerships for the charity, alongside identifying new funding and income generation opportunities. You'll be a comfortable networker with a keen business eye, and an appetite to identify, develop and implement opportunities for the growth of the Teaching Awards Trust particularly via corporate partnerships.

In this role, you will drive business development from the corporate sector, securing annual and multi-year partnerships for The Teaching Awards Trust, this is likely to cover a broad spectrum of partnership types including corporate donations from corporate social responsibility and sustainability teams, cause-related marketing schemes, sponsorship, pro bono.

KEY RESPONSIBILITIES

- Manage and nurture existing corporate partnerships – 40%
- Develop new corporate partnerships, and funding streams for the charity for the Awards and the Thank a Teacher Campaign – 40%
- Develop other fundraising routes for the charity such as individual giving, incomes and trust – 20%

You'll also:

- Develop and manage the pipeline of potential high value, multi-year new business opportunities to ensure there is active movement and sufficient lead generation to deliver against planned growth and income.
- Attend networking events and conferences to build a network of contacts amongst potential partner companies and actively cultivate this network.
- Identify and research target companies to provide an informed approach.
- Develop and deliver tailored and compelling proposals and pitches. This will often involve drawing on the skills and knowledge of colleagues from around the organisation to create innovative and exciting proposals.
- Develop event sponsorship opportunities and maximise sponsor participation in our annual events.

PERSON SPECIFICATION

The Teaching Awards Trust is a small team so working collaboratively and being a team player

are essential skills. Our roles are a mixture of being very hands-on in order to get things done and working strategically to ensure that we meet our long-term objectives. We would love you to apply if you are a people person with strong collaboration, communication, organisation and interpersonal skills. You should have demonstrable experience in the charity sector, desirably in the education sector and impressive experience in managing large partnerships and writing compelling proposals.

- Significant experience within corporate partnerships fundraising
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- Experience of securing new partnership at the five and six figure level.
- Experience of excellent account management within a corporate partnerships setting.
- An understanding of corporate partnerships and CSR trends within the UK.
- Able to work independently, innovatively and take initiative.
- Have great presentation skills and excellent verbal and written skills.
- Have experience in handling objections and negotiating successful mutually beneficial outcomes for internal and external relationships.
- Flexible approach to work and positive can-do outlook.
- A team player with a proactive approach to work.

SALARY AND BENEFITS

Flexible, home working

25 days of annual leave per year, excluding Bank holidays

Training packages available

Employer pension contribution of 6%

Salary £50,000 pro-rata'd to 3 days a week

HOW TO APPLY

Please send your CV by email with a cover letter to clarei@teachingawards.com