



## Candidate Brief

### Senior Fundraising Manager (Corporate Partnerships)

Right To Play UK

Location: London

Salary: £34,000 to £40,000

Application: CV and covering letter to include information on relevant skills and experience, and motivation for applying for the role

Send to : [nsmith@righttoplay.com](mailto:nsmith@righttoplay.com) by cob Friday 09th December

Interviews: To start week beginning 12th December

## Background

### Charity Profile

Born from the Olympic movement, Right To Play (RTP) is an international humanitarian organisation that uses sport and play programs to improve health, develop life skills, and foster peace for children and communities in some of the most disadvantaged areas of the world.

The United Nations Convention on the Rights of the Child, guides RTP's work. RTP programs target the most marginalised including girls, the disabled, children affected by HIV and AIDS, street children, former child combatants and refugees.

Working in both humanitarian and development contexts, RTP trains local community leaders as coaches to deliver programs in over 20 countries affected by war, poverty, and disease in Africa, Asia and the Middle East. Over 14,000 coaches are involved providing support to 700,000 children.

RTP builds local capacity in 4 strategic areas:

#### **Basic Education and Child Development:**

Sport and play programs foster the physical, cognitive and social development of children to teach important values and life skills;

#### **Health Promotion and Disease Prevention:**

Sport and play programs are used to educate and mobilise communities around national health and disease prevention priorities, including HIV and AIDS, malaria and immunisation;

#### **Conflict Resolution and Peace Education:**

RTP programs are used as tools for teaching conflict resolution and peace building skills. Participation in regular activities encourages and facilitates the healing of communities and the reintegration of children affected by war;

#### **Community Development:**

In order to create change and have a sustainable impact, RTP works in partnership with local organisations to build community infrastructure through the engagement of local staff and local and international volunteers.

Currently RTP works in Benin, Burundi, China, Ethiopia, Ghana, Jordan, Kenya, Lebanon, Liberia, Mali, Mozambique, Pakistan, Palestinian territory, Peru, Rwanda, Sudan, Tanzania, Thailand, Uganda and are expanding into 10 countries in Latin America by 2016.

RTP is headquartered in Toronto, Canada and has national offices in Canada, the Netherlands, Norway, Switzerland, the United Kingdom and the United States.

The national offices raise funds, build awareness for RTP programs and advocate for sport for development.

*More information is available at [www.righttoplay.org.uk](http://www.righttoplay.org.uk)*

**JOB SUMMARY:**

Reporting to the UK National Director, the Senior Fundraising Manager (Corporate Partnerships) will be responsible for developing and stewarding key relationships with corporate partners.

Additionally the post holder will liaise with Right To Play's International departments and other National Offices as relevant to Right To Play's Sustainable Growth Strategy.

**RESPONSIBILITIES AND TASKS:**

1. Accountable for the corporate partnerships strategy for the UK
  - Steward and develop existing key partnerships to deliver income of approx. £300k p.a.
  - Working with the National Director and Head of Business Development, deliver the strategy to engage key corporate organisations in target UK industry sectors including the financial services, legal, retail and travel
  - Proactively develop a pipeline of new business opportunities within target sectors and deliver new corporate partnerships
  - Working closely with the National Director, Head of Business Development and Global Business Development team, steward new corporate partnerships
  - Help secure sponsorship for key RTP events
  - Develop the UK strategy for corporate organisation employee engagement
  - Develop the Right To Play Patrons scheme working with National Director and the Senior Fundraising Manager (High Net Worth Individuals)
  - With National Director be accountable for UK income and expenditure
  - Other activity as requested by the National Director
2. Develop and deliver a calendar of cultivation and recognition events
  - Liaise with Events Manager to deliver a calendar of events to cultivate prospective donors and steward existing patrons
  - Liaise with Head of Marketing & Communications to deliver PR and media awareness of Right To Play and its corporate partnerships
  - With the National Director and Senior Fundraising Manager (High Net Worth Individuals) manage the Development Committee of RTP UK
3. Systems
  - Liaise with the National Director and the Finance and Operations Manager to ensure tracking of income and expenditure is accurate and on target with the annual budget
  - Ensure the CRM system is fully up to date on all corporate partnerships
4. Travel
  - Travel within UK as required
  - Some international travel

**CONTACTS / KEY RELATIONSHIPS:**

*External:*

- Corporate partners

*Internal:*

- All RTP UK staff
- RTP UK board
- Volunteers and interns
- RTP headquarters staff
- RTP National Offices

**PROFILE:**

- E Essential (must have)**
- D Desirable (asset)**

**Experience and skills**

- 3+ years working in account management or similar role in voluntary sector (youth, sport and / or international development) **E**
- Relevant contacts with corporate organisations in London **E**
- Proven track record in developing new partnerships and income generation of corporate gifts of 5 figures+ **E**
- Experience of stewarding key / multi-faceted partnerships **E**
- Experience of income forecasting / budgeting **E**
- Understanding of sport for development **E**
- Experience of line management **D**

**Competencies / personal attributes**

- Excellent communication skills **E**
- Able to address differing audiences (Corporate / High Net Worth Individuals / Public sector / Ambassadors) **E**
- Co-ordination and ability to organise differing priorities **E**
- Ability to work both alone and closely with team **E**
- Makes decisions that improve day-to-day work procedures, practices and efficiency **E**
- Makes decisions regarding personal relationship management, both internal and external, that leads to a collegial and professional work environment **E**
- Advanced written and verbal communication skills **E**
- Speak other languages **D**

**Technical skills**

- Competent in all Microsoft programmes **E**
- Knowledge of CRM systems / databases **D**