

Corporate Development Manager

Would you like to join a small but mighty charity, working as part of an inspirational team delivering real change for women and girls? We are looking for an ambitious, energetic and experienced corporate fundraiser responsible for driving new business and nurturing partnerships particularly within the financial services sector. You will be charged with creating a brave and convincing approach to engaging and influencing key audiences and stakeholders to help grow and diversify our income.

This is a huge opportunity for someone who enjoys interacting with people to help shape the future direction of our corporate fundraising so, if you are interested, we would love to hear from you.

Salary:	£36,000 per annum
Location:	Home-based (with a willingness to regularly travel into London and other major financial hubs as required and expenses paid)
Contract:	Permanent - Full-time (35 hours per week)
Reporting to:	Head of Development

25 days annual leave plus bank holidays and 5 additional wellbeing days, pension scheme (3% employer contribution), work-from-home allowance, flexible working, Reflective Practice and Employee Assistance Programme

About Surviving Economic Abuse (SEA)

At Surviving Economic Abuse (SEA) we deal with one of society's biggest issues. One in six women reports that a former or current partner has controlled or is controlling their economic resources – money and the things it can buy such as food, clothing, transportation, and housing. Through economic control, abusers limit women's freedoms, they steal their futures, and, in far too many cases, they take their lives. Yet too few people are aware of economic abuse – even those who experience it.

We are the only UK charity dedicated to raising awareness of economic abuse and transforming responses to it. The speed and scale of our growth since 2017 is evidence of how much we are needed. We may be young, but we are already creating big waves.

Surviving Economic Abuse

Your role

SEA depends on charitable donations for all areas of our work. A large proportion of our income currently comes from statutory funding, Lottery, trusts and foundations for restricted projects and towards core funds. There is great potential to grow our corporate fundraising, particularly within financial services, and we have already made good progress in this area. This exciting new role is dedicated to developing a corporate portfolio offering mutually beneficial long-term partnerships and sponsorship opportunities.

Reporting to the Head of Development, an experienced high value fundraiser, you will work alongside our Fundraising Manager who has specialist knowledge of statutory, Lottery, trusts and foundations fundraising. Building on an existing track record of developing at least five figure multi-year corporate partnerships, you will be expected to grow a pipeline of corporate prospects and collaborate with our teams of experts to build compelling corporate partnerships in line with SEA's strategic goals. The creation of this role marks a significant new investment in corporate fundraising, reflecting the growth potential in this area.

You will be given ample scope to test your creative ideas and drive forward corporate income generation, supported by all your colleagues, a proactive Development Committee, and an engaged Board of Trustees, many of whom have backgrounds in the financial services sector.

Your responsibilities

New business (80% of the role initially)

Proactively identify and research potential corporate prospects, developing a robust corporate partnerships pipeline with an effective cultivation plan to generate sustainable income.

Corporate partnership management (20% of the role initially)

Provide excellent stewardship to existing corporate supporters and work collaboratively with partners to deliver impact.

You will:

- Produce high quality, creative and bespoke proposals
 - Plan and deliver impactful and engaging fundraising events including lunch, dinners and receptions
 - Develop and maintain strong working relationships with key stakeholders both internally and externally
 - Work closely with the Communications team to develop key messages and choose appropriate channels to maximise opportunities to communicate
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with stakeholders and ensure SEA is recognised as a high impact charity in need of funding

- Take an active role in contributing to the fundraising operational plans and strategy for the Development team recognising the interchange between the different income streams
- Utilise Salesforce Customer Relationship Management (CRM) system (training will be provided) to record all fundraising activity accurately and keeping information up to date
- Monitor income from existing corporate partners and assist the Head of Development in setting budgets, reporting and reforecasting as required
- Take proactive responsibility for own development through learning, networking, self-appraisal and other opportunities for growth
- Maintain confidentiality of information in line with Data Protection legislation and safeguarding requirements
- Be familiar with, and adhere to, the Code of Fundraising Practice
- Be an active member of the team, carrying out any other reasonable duties commensurate with the general level of responsibility of the job as requested by the Senior Leadership team, and operate in line with SEA's values and behaviours
- Champion a culture that embraces change, creativity and innovation, focusing on building an entrepreneurial spirit and celebrating success.

About you

Please describe evidence of your skills and experience within the application, providing examples and case studies obtained through formal employment or voluntary/leisure activities. All candidates will be shortlisted according to a scoring exercise, specifically relating to the extent to which they meet each of the person specification criteria below.

You will definitely have:

- A demonstrable commitment to the values and feminist ethos of SEA
 - Demonstratable success in a corporate fundraising and/or account management role, which includes funding from the financial services sector
 - The ability to work unsupervised on own initiative, to prioritise and deliver competing tasks under tight deadlines
 - The ability to manage programmes of work with clear focus, targets and outcomes in a flexible manner to agreed deadlines
 - The ability to tailor content, style and tone of voice, orally and in writing, to different audiences
 - Experience of forecasting income budgets and keeping accurate financial records for reporting & analysis
 - A growth mindset, working effectively as part of a team with a desire to continue to learn and innovate
 - The ability to negotiate with others, using initiative and creativity
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- A proactive approach to building strong relationships both within SEA and externally
 - The ability to be self-sufficient in administration and fully able to work with relevant IT including Microsoft Office 365, Internet search engines and CRM (Salesforce or equivalent) systems at the appropriate level.

Additional specification

All roles within SEA are home-based. A laptop and mobile phone are provided, and travel expenses are covered. Occasional evening and/or weekend work will require some flexibility in working hours from time to time. The wider SEA team of 30 meets virtually once a month and travel will be expected once a quarter for in person meetings at various locations across the country with some overnight stays. Due to the nature of this role, you will be within easy commuting distance of central London and be subject to satisfactory Disclosure and Barring Service (DBS) checks and references.

To apply

We are recruiting for this position on a rolling basis so please contact Adam Adam.Allnutt@percival.org at Percival Recruitment, who are our appointed recruitment agency, as soon as possible.

We will be interviewing on a rolling basis with a two stage interview process to be held in-person (accessible central London location) and online

Candidates will be asked to prepare a task to present at the first interview and questions will be shared with each candidate in advance. The task will be in three parts: prospect researching, creating a proposal and presenting that pitch to the panel.

Surviving Economic Abuse (SEA) is committed to promoting a diverse and inclusive team which reflects the variety of the communities we support. Our culture celebrates diverse voices, and we particularly encourage applications from individuals whose communities are under-represented.

Should you need any reasonable adjustments to the recruitment process, either at application or interview stage, please discuss this with Percival Recruitment.
