

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: Band C £35,000-£50,000 per annum (depending on experience)

Location: Home-based (with a willingness to regularly travel into London and other major financial hubs as required with 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 five women this year reported 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.

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. In 2022 we invested in diversifying our fundraising, growing our Development Team and specifically our corporate partnership capability. We have since achieved significant success with large corporate organisations such as Lloyds Banking Group and Barclays Bank so there is a lot of momentum to build from. We are ambitious to continue forging relationships – deepening our links with the financial services industry as well as other sectors. The creation of this role marks a significant new investment in corporate fundraising, reflecting the growth potential in this area.

Reporting to the Head of Development who is 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 six 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.

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.

We are looking for someone who brings demonstrable experience of developing a corporate portfolio, proactively securing and managing mutually beneficial long-term partnerships and sponsorship funding and/or commercial income from corporations.

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:

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- Work with the Head of Development to build upon and develop the strategies for corporate fundraising and events
 - Develop and write high quality, creative and innovative funding proposals and presentations for charity partnerships, applications for corporate grants and sponsorship and employee engagement
 - 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 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 corporate fundraising activity accurately and keeping information updated
 - 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 account management role, which includes funding from the financial services sector
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- 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
 - An understanding and experience of forecasting income budgets and keeping accurate financial records for reporting and 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
 - 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 c.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 expected to regularly travel to central London and be subject to satisfactory Disclosure and Barring Service (DBS) checks and references.

To apply

Please contact Adam Adam.Allnutt@percival.org at Percival Recruitment, who is our appointed recruitment agency by **9am 14 March 2024**.

There will be a two-stage interview process. The first will be online week commencing 18 March and the second to be held in-person (accessible central London location) on 25 March 2024.

An outline of the questions will be shared with each candidate in advance of the first interview. Candidates will be asked to prepare a three-part task to present at the second interview: 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.
