

FareShare

Job description Corporate Partnerships Manager

Reporting to Head of Fundraising

Location Based at FareShare in London

Hours Full time (35 hours)

Term Permanent

Salary £38,000-£40,000 per annum

Main purpose of this role

FareShare is looking to recruit a talented and experienced individual to help deliver our corporate fundraising strategy. This is an exciting time to join FareShare, as we are experiencing growth across the charity and have a fantastic portfolio of corporate partnerships, including many household brands.

We are looking for someone ambitious who wants to contribute to our high performing fundraising team, and has natural leadership skills to inspire a small corporate partnerships team. If you have experience for spotting great funding opportunities in the marketplace and developing strategic partnerships, this role is for you. We need someone who has excellent account management skills and experience of converting leads and meetings to new partnerships. This role includes stewardship of small corporate groups who visit FareShare for volunteer days and some administrative work to keep records and account plans up-to-date.

What we can offer you is: working for a charity that won ‘Charity of the Year 2017’ from Third Sector, flexible working, a supportive and fun team environment and opportunities for learning and development.

About FareShare

FareShare is the UK’s largest food redistribution charity, fighting food poverty by tackling food waste. FareShare sources food that is surplus to requirements from retailers and manufacturers and engages many volunteers to help redistribute this to local charities and community groups that provide meals to vulnerable people including families and individuals who are homeless, unemployed, socially isolated or recovering from addiction.

FareShare operates 21 Regional Centres (depots) across the UK and supports over 9,600 local charities and community groups. In the last twelve months the FareShare network redistributed 16,992 tonnes of food nationwide, helping to create 36.7 million meals and feed 772,000 people each week.

Responsibilities

Account management

- Oversee management of FareShare's portfolio of corporate partnerships ensuring all targets, reporting and deliverables are met
- Account management of high value corporate partners to include charity of the year, volunteering and commercial partnerships
- Stewardship of donors including senior stakeholders, representing FareShare externally at partner events
- Developing long-term strategic partnerships, ensuring funding opportunities are maximised and good ROI for FareShare beneficiaries
- Oversee communications plans for corporate partners, working closely with FareShare Marcomms team
- Managing or overseeing the general administration and record keeping for existing partnerships

New business

- Proactively approaching companies following our corporate fundraising new business strategy, overseeing and contributing to proposals and pitches for new business
- Develop a strong new business pipeline
- Converting corporate volunteer enquiries to new business meetings when viable
- Overseeing cultivation plans and reporting of new business activity
- Cross team working with FareShare food team to identify new funding opportunities
- Attend networking events, sharing best practice in the sector and developing new business leads

Leadership

- Lead two Corporate Partnership Officers providing daily line management support, supporting personal development plans and conducting annual performance reviews
- Hold regular one to one meetings with Corporate Partnerships Officers, ensuring they meet personal objectives and are meeting all deliverables for their partnership portfolio
- Oversee Corporate Partnership Officers account management and new business activity, including communications plans and reporting
- Oversee corporate volunteering at FareShare, ensuring our corporate partners receive a good experience and our Regional Centres are supported
- Work effectively and support the fundraising team and wider FareShare teams
- Work with the Head of Fundraising to deliver overall fundraising targets

Communication and administration

- Oversee the development and work with the marketing team for implementation of communication plans for corporate partnerships
- Brief the marketing team for PR activity on social media of corporate partnerships and volunteering groups at FareShare
- Oversee content including proposals, presentations, fundraising packs, and fundraising calendars which follow FareShare brand guidelines
- Provide regular updates to Head of Fundraising through meetings and activity reporting
- Ensuring all corporate partnerships have good records and all scheduling for the team is kept up-to-date

Person specification

Experience

- Experience of managing and developing corporate partnerships to maximise funding opportunities for a charity
- Experience of account management including developing strategic partners and exceeding income potential with partnerships
- Experience of winning new business, including writing proposals and delivering pitches
- Experience of fundraising through charity of the year partnerships, staff fundraising and cause related marketing
- Good relationship building skills, both inside and outside an organisation
- Excellent communication skills, good persuading skills and good writing skills
- Experience of fundraising planning, analysis and evaluation
- Line management experience

Skills, knowledge and abilities

- Experience of managing corporate accounts of at least six-figures to deliver successful outcomes
- Experience of community or events fundraising
- Working on a CRM system, Salesforce or Raisers Edge
- Management of corporate volunteer programmes
- Good numeracy skills with attention to detail
- Good computer skills

Values and behaviours

- A commitment to Equal Opportunities
- An appreciation of FareShare's mission and strategy
- Flexibility of approach and ability to work in a team

- Proven ability to develop and maintain good working relations, with both internal and external audiences

Application process

If you would like to apply for this role please send a copy of your CV and a supporting statement showing how you meet the essential experience outlined in the person specification to recruitment@fareshare.org.uk

Closing date for receipt of applications is Wednesday, 25th July 2018. Interviews will be held in London on Wednesday, 1st August 2018 with second round interview to be held on Friday, 10th August.