

FareShare

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| Job description | Corporate Partnerships Officer |
| Reporting to | Corporate Partnerships Manager |
| Location | Based at FareShare in London |
| Hours | Full time (35 hours) |
| Term | Permanent |
| Salary | £32,000 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 enjoys a collaborative atmosphere across FareShare. If you have experience for spotting great funding opportunities in the marketplace and developing corporate partnerships, this role is for you. We need someone who is adept at building relationships and has good account management experience. 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

- Management of a portfolio of corporate partnerships including writing and delivering account plans, meeting with stakeholders, stewardship and impact reporting
- Develop strategic partnerships, negotiating for the best outcomes for FareShare and maximising the income potential, ensuring a good ROI
- Stewardship of donors, building relationships with partners and representing FareShare externally at partner events
- Oversee communications plans for corporate partners, working closely with FareShare Marcomms team
- Managing general administration and record keeping for your portfolio partnerships

New business

- Approaching companies following our new business strategy, and contributing to proposals and pitches for new business
- Contribute to the team new business pipeline
- Responding to volunteer enquiries from companies who want to work with FareShare and converting to new business leads when viable
- Maintaining accurate cultivation plans and reporting for new business activity
- Working with other teams to identify new funding opportunities

Communication and administration

- Developing communication plans for your portfolio of corporate partnerships, working with FareShare marcomms team
- Supporting corporate groups who volunteer at FareShare with PR activity on social media
- Work with the wider teams at FareShare and with our 20 regional centre partners
- Provide regular updates to your line manager in 1 to 1 meetings
- Participate in team meetings

Person specification

Experience

- Experience of supporting or developing corporate fundraising partnerships and maximising partnership opportunities
- Excellent communication skills, good persuading skills and good writing skills
- Good relationship building skills, both inside and outside an organisation
- Ability to work to meet objectives and to meet deadlines

- Good skills with experience of qualifying new business leads
- Ability to work well in a team

Skills, knowledge and abilities

- Experience of managing corporate accounts and knowledge of corporate fundraising
- Experience of community or events fundraising
- Working on a CRM system, Salesforce or Raisers Edge
- Management of corporate volunteer programmes
- Good numeracy skills
- Good computer skills and attention to detail

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 Sunday, 26th August 2018. Interviews will be held in London week commencing the 27th of August.