



NSPCC

**Together,
we'll change
children's lives**

EVERY CHILDHOOD IS WORTH FIGHTING FOR

Registered charity numbers:
216401 and SC037717.

Job Description

Job Title: Corporate Partnerships Manager - Scotland

Directorate: Income Generation

Team/Department: Community Supporters

Contract type: Permanent, 35 hours per week

Location: Remote worker based within commutable distance of Edinburgh or Glasgow

Salary : Circa £31,500 plus £500 Home working allowance per annum

Date: September 2024

Context and Background

The NSPCC's mission is to end cruelty to children. Every childhood is worth fighting for. This is our belief. We all share it. And it drives our Income Generation team to get out there and bring in the funds we need to protect children and prevent abuse. We've been here for children for over 100 years. From our campaigns to our services - we strive to make a difference in everything we do. Between 2016 and 2021, we've helped make 6.6 million children safer from abuse.

Within the Income Generation Directorate our aim is to maximise resources for the NSPCC's mission by raising funds, providing the best possible supporter experience, and building long-term relationships between donors and our cause.

To continue to deliver our mission we rely on the fundraising support of people across the UK for 90% of our annual income. We are looking to significantly grow our income in new and innovative ways. To achieve this growth, we need the very best team in place to deliver to ambitious targets.

We believe that partnerships with companies are one of the best ways to raise money, reach millions of people, and engage the UK public with our work. As much as a one-off donation is always welcome, we want to develop long-term, mutually beneficial relationships that put companies at the heart of what we do and simultaneously meet commercial needs.

NSPCC

As a Corporate Partnerships Manager, not only will the work you do make a real difference to children's lives, but opportunities will be provided for you to develop your fundraising experience and skills within a sector leading organisation.

Join us at this exciting time and you will become part of an expanding team that cares about the work they do and the people they work with. You will be given opportunities to grow and develop, alongside challenges that'll bring the best out in you. And you will get to find your own way to make a difference that means more, and that impacts millions of young lives.

We want to ensure roles are accessible and inclusive of everyone, which is why the NSPCC offers a high degree of flexibility around ways of working.

This role is home based, with the successful candidate needing to be within easy commuting distance of Edinburgh or Glasgow.

Equality, Diversity, and Inclusion (EDI) is at the heart of what we do. At the NSPCC, we understand how important it is that our workforce is representative of the people we support and who support us. We believe that every individual has the right to be their true self and to live a full life without prejudice, fear, or barriers. This is the starting point for all our commitments and actions and underpins our commitment to be there for all children.

NSPCC Values



Job purpose

We're looking for an enthusiastic and confident Corporate Partnerships Fundraiser to manage a varied and exciting portfolio of new and long-standing accounts across Scotland and to identify, develop and win new corporate support through charity of the year's and commercial & strategic opportunities.

Key relationships - Internal

- Senior Partnerships & Philanthropy Manager
- Head of Fundraising – Scotland
- Scotland Fundraising Team
- Regional Corporate Partnerships Team
- Community Supporters Department
- Regional and national communications teams

Key relationships - External

- CEO's, CSR / ESG Managers, managers, and employees of supporting companies
- Corporate influencers and volunteers

Main duties and responsibilities

- To lead on corporate fundraising activity in Scotland, conveying regional expertise and corporate partnerships knowledge to internal and external stakeholders.
- To manage, monitor and evaluate income against budget, forecasting as required to meet and exceed annual income targets.
- To develop a fully researched and engaged prospect pipeline of five and six figure future corporate supporters.
- To help maintain a comprehensive Charity of the Year Calendar.
- To play a key role in maximising income for the NSPCC from existing commercial partnerships and relationships.
- To provide account management professionally and creatively for current and new partners.
- To find ways in which companies can provide 'added value' through gift in kind, pro bono and volunteering as well as leveraging contacts, experience and using buying power.
- To be aware of sector and departmental best practice, bringing and sharing within the team to create a standard of excellence in our corporate support which is sector leading.

Person specification

Skills and Experience

1. Minimum of two years' experience working in a fundraising role, (ideally in Scotland) or three years' experience within a sales or marketing environment.
2. Experience of success in developing relationships to achieve financial results within a fundraising, sales or marketing environment
3. Experience of new business and/or partnership management within the third or commercial sector.
4. A track record of demonstrating initiative and creativity to achieve desired outcomes.
5. An outgoing, confident individual, who can work on their own initiative and is achievement and results orientated.
6. Ability to work to short term objectives and long-term goals.
7. A highly organised individual with strong planning and prioritisation skills.
8. Excellent written and verbal communications skills to analyse, interpret and present complex information in a clear and persuasive way for a wide range of audiences to inspire support.
9. Flexibility to work collaboratively with and through other teams and departments to maximise results and achieve desired outcomes.
10. Well-developed business acumen and experience of working with one or more commercial sectors.

Responsibilities for all Staff within the Income Generation directorate

1. A commitment to safeguard and promote the welfare of children and young people
2. To update databases and supporter information systems on a regular basis in line with Data Protection legislation and NSPCC policy and procedures.
3. To actively participate in regular department and team meetings, contributing to strategy, discussions and decisions which will be beneficial to the Directorate and wider NSPCC activities.
4. To adhere to all the NSPCC's service standards, policies and procedures.
5. To evidence an understanding of and commitment to the demonstration of the NSPCC's values.
6. To maintain an awareness of and comply with NSPCC data protection regulations and to ensure currency of changing GDPR regulations.
7. To be responsible for personal learning and development, to support the learning and development of others and the whole organisation.
8. To work in a manner that facilitates and encourages inclusion.
9. To be pro-active in identifying ways to improve personal and team performance
10. To maintain an awareness of own and others' Health and Safety and comply with the NSPCC's Health and Safety policy and procedures.
11. To take personal responsibility for keeping up to date with NSPCC work to end cruelty to children, including securing updates on project and service developments and general NSPCC news.

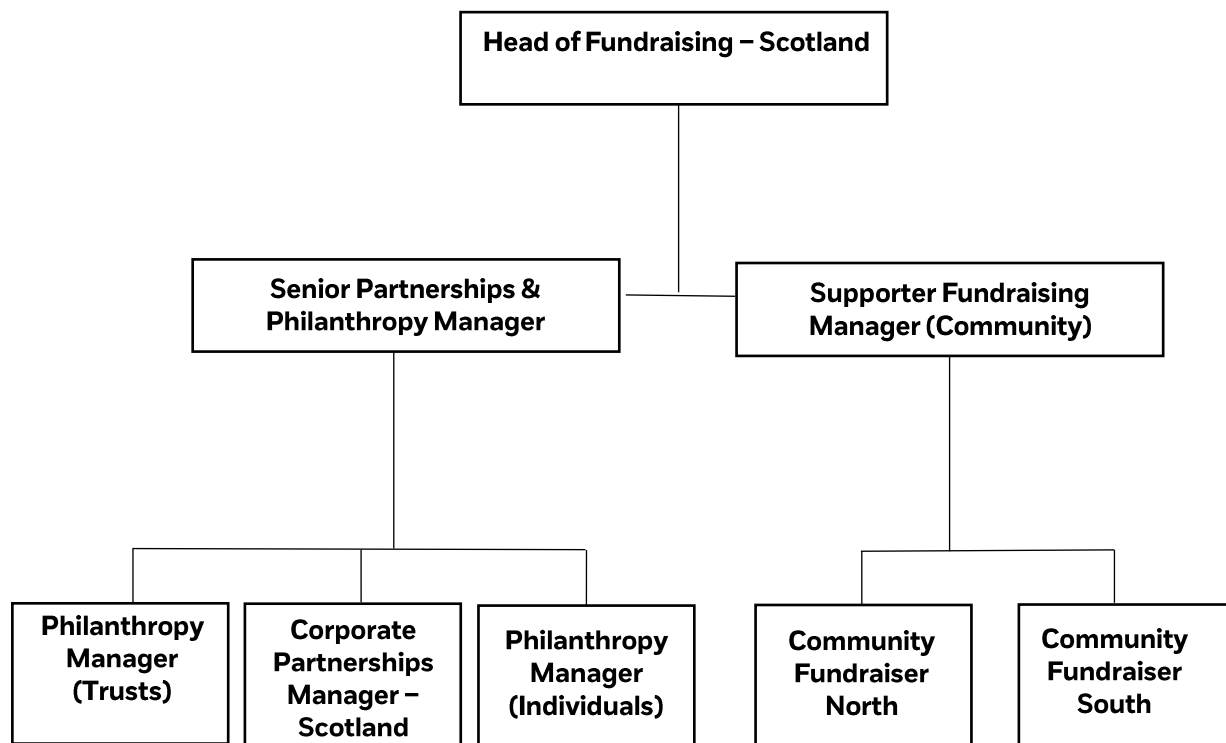
Safer Recruitment

As an organisation, we are committed to creating and fostering a culture that promotes safeguarding and the welfare of all children and adults at risk. Our safer recruitment practices support this by ensuring that there is a consistent and thorough process of obtaining, collating, analysing, and evaluating information from and about candidates to ensure that all persons appointed are suitable to work with our children and adults. The recruitment and selection of our people will be conducted in a professional, timely and responsive manner and in compliance with current employment legislation, and relevant safeguarding legislation and statutory guidance.

Our principles:

- Always seek to recruit the best candidate for the role based on merit including their skills, experience, motivation, and competencies. Our robust recruitment and selection process should ensure the identification of the person best suited to the role and the organisation
- Committed to diversity and equality of opportunity and will interview all applicants (internal and external) who self-declare at application as having a disability and who meet the minimum requirements in the person specification of the vacancy they are applying for
- We will make reasonable adjustments at all stages of the recruitment process to enable successful candidates who declare disabilities to start working or volunteering their time with us
- Any current member of staff or volunteer who wishes to apply for vacancies and is suitably qualified will be considered and addressed fairly and objectively based on their merit
- As an organisation committed to safeguarding, we will ensure all under 18's joining the organisation will have ongoing risk assessments to ensure their role and activities are safe and appropriate
- All documentation relating to candidates will be treated confidentially in accordance with the GDPR legislation

NSPCC Scotland Fundraising Team





Salary & Benefits

Salary: £31,500 plus £500 Home working allowance per annum

Fulltime: 35 hours per week

Benefits

Holidays: 29 days annual leave (rising to 32 days after 5 years' continuous service) plus bank holidays.

Pension: NSPCC will match pension contributions up to 7%.

Other benefits include death in service payments, access to the NSPCC 'E-Academy', season ticket loans, and a discount portal offering such as discounts on gym memberships like PureGym and leisure activities offered by TUI, Virgin, Premier Inn etc.

Personal and professional development opportunities including the chance 'to shadow' another fundraising team member to grow your fundraising skills.

Additional Information

We have partnered with Caithness Consulting to conduct this search on our behalf. Caithness Consulting prides itself on its candidate centred approach and welcomes initial confidential discussions with potential candidates before deciding to apply.

Should you wish to do so, please contact Eilish to arrange a convenient time. Alternatively, please submit a copy of your CV to Eilish along with a one page covering letter outlining why you believe you are a good fit for the role.



Contact details

Phone: +44 (0)7720 249200 E-mail: eilish@caithnessconsulting.co.uk

Closing Date: Wed 25th Sep 2024 – 12pm

Interview dates: Wed 9th /Thursday 10th October 2024