

Join us to help improve the lives of disabled children and their families by becoming our next Corporate Partnerships Manager



Job Title: Corporate Partnerships Manager

Hours: 37 hours per week

Location: Hybrid working with a minimum of 2 days per week in one of our offices in either Edinburgh, Glasgow or Dundee

Salary: In the region of £37,000

JOB PURPOSE

Running for almost 40 years, The Yard is an award-winning charity that aims to build a community of support for disabled children and young people through adventure play, creating opportunities for fun and friendship and wrap around support for the whole family.

Coming to The Yard provides a sense of belonging - children have fun and parents have a space free from judgement, where everyone they meet comes from a place of kindness and understanding. One real strength of our service is that we work with disabled children from birth to twenty-five, so families are on one journey. Having that consistency of support is invaluable to families.

Our parents often refer to The Yard as a home from home. For many it is one of the only places where they can relax as a family and be themselves. As a result, families feel less isolated as they have a chance to meet others facing similar challenges and build up crucial support networks. One parent summed up the difference the service made to their family: *"I love The Yard because the smile it puts on my son's face is priceless. It's helped him grow as a person, become more open to allowing others into his space, and makes him feel safe and accepted. The staff and volunteers are amazing with all the children."*

Your role will be to help generate the income required to help us continue our amazing services, keep our existing supporters up to date and inspire new supporters to come on board. You will do so by leading and driving our corporate fundraising across our four sites in Edinburgh, Dundee, Glasgow and Fife.

It is an exciting time to join The Yard following the opening of our fourth site in Glasgow and the forthcoming launch of our purpose-built facility in Dundee following an extensive renovation. Both provide great opportunities to build our existing corporate partnerships and establish new strategic relationships moving forward.

ORGANISATIONAL STRUCTURE

You will work as part of the Development Team. The team is currently comprised of Head of Fundraising, Corporate Partnerships Manager, Philanthropy Manager (Trusts and Grants), Philanthropy Manager (Community & Events), 2 Development Assistants, Communication Manager.

KEY RESPONSIBILITIES

- To implement and deliver the corporate fundraising strategy and annual plans to secure ongoing support for our services across Scotland. Current Corporate target is £250,000.
- Work across this income stream to build awareness of our work and raise the profile of The Yard amongst companies across Scotland.

Strategic and new Corporate Partnerships

- Work with the Head of Fundraising to identify and initiate new corporate partnerships with businesses across Scotland and beyond.
- Research and identify new potential corporate partnerships, undertaking due diligence to ensure they align with The Yard values.
- Support with the engagement and acquisition of new strategic partners and building relationships with key decision makers.
- Develop and deliver presentations to potential new partners.
- To develop new corporate engagement opportunities to inspire new and existing partnerships.
- Review our existing charity of the year proposition and sponsorship opportunities for events and tailor accordingly.
- To represent The Yard on business networks to raise our profile and create opportunities to apply for corporate fundraising opportunities such as COTY partnerships and engage staff teams to participate in challenge events on our behalf.
- Maximise all networking opportunities to build new relationships.

Relationship Management

- Develop and deliver a relationship management approach that can be tailored to support our existing corporate partnerships and all new partnerships moving forward.
- Ensure that this new approach provides the support required to maintain and grow partnerships and maximise income generation.
- Ensure excellent levels of partnership management and stewardship.
- Undertake speaking engagements and opportunities to raise awareness and funds for The Yard.
- Work closely with the Communications Team to develop campaigns and collateral to support partnership activity.
- Working alongside Communications colleagues ensure that joint media initiatives with partners are managed and promoted
- Work with the Fundraising Assistant and support the work with small corporate supporters and activity.

Corporate Foundations

- Lead on a programme of applications to Corporate Foundations to ensure that we articulate

effectively why they should support The Yard and ensure that all applications are submitted to meet timelines and criteria. The Fundraising Assistant will also support this remit.

Processes

- Manage forecasting of income from corporate supporters and provide regular updates and reports as required.
- Ensure that all relationships and interactions are recorded on our database Donorfy to allow us to provide a clear record of interactions and provide excellent stewardship.
- Conduct all activity in line with the Fundraising Regulator's Code of practice and all other regulatory requirements.
- Prepare reports and contribute to the planning and managing of relevant budgets.
- Support the Executive Team in preparing for engagements and fundraising activities.

AUTHORITIES AND LIMITATIONS

Authority to purchase up to the limit of the delegated authority approved by the Board

KNOWLEDGE, SKILLS, QUALIFICATIONS, COMPETENCIES

Essential qualities and experience:

- Qualified to degree level or with equivalent relevant professional experience.
- Broad and proven track record in meeting or exceeding targets in corporate fundraising, sales or business development
- An understanding of and involvement in delivering organisational strategy
- An understanding of the needs of businesses and the contribution charity partnerships can make to their success.
- Demonstrable ability to build and sustain networks with professionals at director level and key influencers.
- Experience of excelling in planning and management of a calendar of activity.
- Ability to develop relationships at all levels and evidence of high standards of supporter stewardship.
- Excellent oral and written communication skills
- Excellent interpersonal skills, with a positive attitude and a friendly, approachable manner.
- Fully competent in MS Office, with good knowledge of database use.
- Excellent organisational skills and administrative abilities
- Proficient in working upon own initiative, as well as in a team
- Ability to develop creative approaches and solutions to problems and situations

Desirable qualities and experience:

- Full clean driving license
- Working knowledge of Donorfy or similar fundraising database.

