

**Head of Income Generation and Partnerships**

Location: Home-based (with occasional travel in England and Wales as required)

Permanent contract

Salary: £36,000 FTE (21 hours per week - can be worked flexibly)

**Our vision is for all children to grow up in supportive communities safe from bullying and harm.**
**Our mission is to provide practical support, training, and advice to challenge bullying and protect young lives.**

**Context of the role**

As an organisation, we are proud of our pioneering bullying prevention work whether through our ZAP and RISE workshops, Parent Advice Line or our training in schools. We know our work is effective and has significant impact on the lives of children and young people.

Over the next three years we have an ambitious plan to expand our reach to children and families throughout England and Wales, to represent diverse communities, and to respond to the needs of children and families.   Financial sustainability is a key enabler, and the Head of Income Generation and Partnerships will lead on diversifying our income channels through identifying new partners, supporting and growing existing partnership arrangements and exploring innovative ways to boost traded income.

**Reports to:** CEO

**Duties and key responsibilities**

**Leading on partner engagement and support**

* Set and achieve income targets
* Develop a corporate partner engagement plan including identifying a broad range of prospects, developing processes for engagement and risk assessments
* Establish a pipeline of prospects
* Network and engage with corporate partners, represent Kidscape at meetings and on digital platforms
* Lead on partner support and engagement
* Manage partnership contracts ensuring objectives are contractual obligations are met

**Leading on opportunities for traded income**

* Work with the CEO and the fundraising sub-committee to scope trading prospects
* Lead on business planning for traded activity
* Work with existing partners to develop our relationships and grow income
* Support the Head of Programmes, Training and Volunteering with expanding our current training offer in line with our charitable objectives
* Identify new partners for traded activity
* Coordinate traded activity including ensuring we are meeting our legal obligations, managing budgets and reporting to the CEO and the board of Trustees

**General Responsibilities**

• Passion for the work of Kidscape and the children and families we support.

• Enthusiasm and willingness to work in a small team in a fast-paced environment.

• A self-starter; reliable, committed, hands-on, and motivated.

• A confident, effective communicator able to create and develop relationships

• Committed to diversity and inclusion and upholding organisational values.

• Work collaboratively with others who share our purpose.

***This job description does not form part of your contract of employment and can be amended from time to time as the needs of the organisation require.***

**Person specification**

* Experienced fundraiser – with a history of establishing and growing corporate partnerships to meet and exceed income targets
* Excellent networker with a track record of developing partnerships and collaborations with a range of partners
* Demonstrable experience of creating compelling and successful partnership applications and proposals
* An innovative and entrepreneurial spirit with experience of developing a product/s and taking it to market
* Ability to manage third party relationships, such as consultancy support
* Compelling communicator with strong writing and digital engagement skills
* Excellent organisational and planning skills, with a track record of meeting and exceeding targets and deadlines
* Confident in handling CRM systems, ideally Salesforce
* Can travel to meetings and events in England and Wales (as required and when travel restrictions are lifted, and it is safe to do so)

Ideally, you’ll also have a fundraising, business or marketing qualification, but this isn’t essential. The role may require other ad hoc duties and responsibilities as required.

**Kidscape is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity.**