



STREET  
LEAGUE

# JOB PACK

#MOVINGINTOWORK

[streetleague.co.uk](http://streetleague.co.uk)

Street League is an equal opportunities employer.

## ABOUT STREET LEAGUE

---

Street League operates in  
36 local communities across  
England and Scotland.

Street League's **vision** is to  
see an end to youth  
unemployment in the UK.

We tackle poverty. Using the  
**power of sport** to help **young  
people** who need it most **get  
into education, training and  
jobs.**

Our incredible team of  
passionate employees make a  
difference to the lives of  
young people in the UK's most  
disadvantaged communities.  
In the past 12 months we  
helped **1,241 young people** into  
jobs, education and training.

### THE NEED

Young people are almost three  
times as likely to be  
unemployed as all other age  
groups combined. We support  
the young people who need  
our help the most which  
means we run our  
programmes in the areas with  
the highest youth  
unemployment rates.

Youth unemployment can  
have a long-term impact on  
the physical and mental well-  
being of a young person with  
higher chances of being  
welfare-dependent later in  
life.

# WHERE DO WE WORK?



AYRSHIRE | BIRMINGHAM | DUNBARTONSHIRE  
DUNDEE | EDINBURGH | GLASGOW  
LANARKSHIRE | LEEDS | LIVERPOOL  
LONDON | MANCHESTER | RENFREWSHIRE &  
INVERCLYDE | SHEFFIELD | SURREY

# HOW DO WE MAKE A DIFFERENCE?

We use the power of sport as a hook to engage young people on our Academy programmes where we teach them vital life and employability skills, and deliver qualifications in well-being, employability, Maths, English, and sport. This award-winning programme enables them to achieve their full potential and move into work, education or training.

Our highly-skilled staff provide one-to-one support to every young person on our Academies, understanding their individual needs and aspirations.

Most young people we support have no prior work experience so we set up work placements, enabling participants to gain valuable experience and put the skills we teach into practice.

We know that getting a job is just part of the journey. Once young people secure a job we go the extra mile, providing six months of in-work support and advice (to them and their employer), thus ensuring a smooth transition into sustained employment.

We're committed to honest, social impact reporting. You can see how we're doing at [www.streetleague.co.uk/impact](http://www.streetleague.co.uk/impact).



## Job advert

POST TITLE	- Head of Corporate Partnerships.
SALARY	- £45,000 to £52,000
LOCATION	- Remote with 2 days per week in the London Office

We are delighted to be recruiting to this new role of Head of Corporate Partnerships which will be part of our successful and growing Commercial Team.

2021 is an exciting time to be joining Street League as we begin our journey to deliver on our 2021 to 2026 Business Plan. We have recently launched our new Vision, Mission and Staff Values with a focus on Our People.

This role is for an accomplished, skilled and knowledgeable professional with experience of delivering outcomes which make a real difference.

We have a strong results and outcomes culture which is fundamental in all we do to ensure the best for the young people we support.

As a key player within Street League's Fundraising Team, you will be responsible for maximising our income from corporates as you lead a highly successful team to manage, develop and grow our base of corporate partners. This will include the development of new business, relationship management and nurturing of existing corporate funders as well as managing all corporate financial targets.

The role is offered on a hybrid working model with two days per week in the London office, and the remaining time remote. Given the that Street League is national charity, there will also be the requirement to travel across the UK to support the organisational need where required.

We hope that you will find this to be an exciting opportunity – and if you do, please apply!

## Job Description



**POST TITLE** - Head of Corporate Partnerships.  
**RESPONSIBLE TO** - Commercial Director  
**RESPONSIBLE FOR** - Corporate Partnerships Manager  
- Corporate New Business Manager  
**GRADE** - Band 8 – Senior Managers / Head of Departments

### Role Summary

As a key player within Street League's Fundraising Team, you will be responsible for maximising our income from corporates as you lead a highly successful team to manage, develop and grow our base of corporate partners. This will include the development of new business, relationship management and nurturing of existing corporate funders as well as managing all corporate financial targets.

Reporting into the Commercial Director (based in London), you will also work closely with other members of the senior executive within the charity across the UK.

### Major Duties and Responsibilities:

#### Role Specific Responsibilities

##### Fundraising

Maximise income from corporates and their foundations in line with the business plan, growing new fundraising streams where applicable and delivering an annual growth in income.

Manage and support the corporate team in the writing of high quality proposals and presentations, proof-read submissions and support throughout the process.

Work alongside the Corporate New Business Manager and Corporate Partnerships Manager to ensure they maximise income from new and existing corporate partnerships.

Identify with the Corporate New Business Manager a high quality prospect pipeline and devise strategies for engagement to initiate these new partnerships including the creation of relevant budgets.

Work closely with Commercial Director and the Finance team to develop organisational bid proposals and monitor corporate fundraising targets.

Manage and be the key point of contact for all corporate income targets for both existing and new business partners.

Work with the Operations and Contracts and Quality teams to ensure that all funder requirements are met.

Follow all agreed fundraising processes and communicate effectively with the Commercial Director and Senior Management Team (SMT) as appropriate.

## Relationship Development

Ensure the Corporate team develops strong relationships with all relevant Operations Managers to deliver accurate reporting and stewardship (including employee engagement) for all corporate partners.

Ensure the Corporate team works alongside the Finance team to manage the tracking of all corporate income including submitting invoices and ensuring timely receipt of all donations in accordance with the payment schedule/contract.

Engage with the Director of Operations and the Director of Contracts and Quality as instructed and to ensure strategic alignment. Practically a close working relationship with country level Heads of Operations will also be essential when considering business development tactics and bids.

Support the Corporate New Business Manager to maximise the opportunity to raise income, profile and connections through our Corporate Advisory Group (CAG).

Ensure the Corporate team collaborates with the Marketing & Communications Team regarding all corporate team communications required for both stewardship and new business proposals.

Attend networking events/meetings as an 'ambassador' for Street League to build new relationships / contacts for the charity.

Maintain relationships with senior representatives of major funding bodies and effectively represent Street League in meetings with external funders.

## Planning & Reporting

Ensure the Corporate team delivers strong stewardship plans for all corporate partners to sustain and develop first class relationships to maximise future income potential. This includes regular status meetings, reporting and employee engagement - ensuring all partners have the best possible experience as members of the Street League 'family'.

Contribute to the development of the Fundraising Strategy and update as and when required to ensure it is in line with the current Business Plan 2021-2026.

Be proactive in ensuring regular communication of all relevant prospects are provided to the Commercial Director and SMT.

Plan and prepare annual corporate income forecasts in conjunction with Commercial Director/SMT and monitor performance of all parties involved.

Contribute to quarterly reports on the performance of the Corporate team for the Finance & Risk Committee (FARC) and Board meetings.

## Team Management and Performance

Identify appropriate areas for development for the Corporate Partnerships Manager and Corporate New Business Manager - and identify training, coaching and development relevant to each staff member.

Conduct effective Support & Supervision with direct line reports (on a quarterly basis), ensuring that performance and development are challenged and supported including tracking individual financial KPIs.

Ensure that all future new team members are recruited, inducted, trained, managed and supervised effectively, within the Corporate team.

### Knowledge & Systems

Ensure all corporate entries on the Commercial Income Tracker (CIT) are kept up to date on a monthly basis to ensure it matches up with all financial records on the CRM database.

Ensure the CRM database system (Microsoft Dynamics) is updated frequently by the Corporate team to ensure records are accurate for all corporate partners (new and existing), and that all staff members keep their funder records up to date.

Develop and maintain a thorough knowledge as a 'sector expert' on all current corporate culture, trends and legislation.

Maintain an understanding of Street League's work and the needs and circumstances of its participants.

Ensure that fundraising activities within the team comply with current law and Fundraising Regulator codes.

### Management Responsibilities:

Manage the Corporate team in line with Street League's policies and procedures to meet the aims of the organisational Business Plan.

Contribute to the development and improvement of our systems, processes and procedures.

Assist the Senior Management Team (SMT) in identifying and managing risk.

Full participation in staff supervision, staff meetings, staff appraisal and personal/professional development for self and team.

Ensure the effective management and leadership of employees, where appropriate.

Manage and monitor capital and revenue budgets as assigned and contribute to budget development.

Actively promote and implement Street League's Equal Opportunities policy within all aspects of the post.

Carry out other duties appropriate to the post as requested by Street League, including leading on and contributing to any projects, as appropriately identified by the Commercial Director.

## Person Specification

Knowledge and Understanding	Skills and Abilities	Experience	Behaviours	Values
<p>Thorough knowledge of third sector corporate partnerships and Corporate Social Responsibility</p> <p>Good understanding of charity legislation as it applies to corporate fundraising</p> <p>Knowledge of the current issues around unemployment affecting 16-30 year olds in the UK</p>	<p>Ability to think on their feet and shape opportunities / proposals to reflect individual corporate need</p> <p>Mature and compelling writing style capable of inspiring corporate partners</p> <p>Strong attention to detail with a solid focus on quality, completion and consistent delivery</p> <p>Strong relationship development skills, at ease professionally at all levels with both internal and external stakeholders, with the ability to inspire trust.</p> <p>Able to effectively plan and prioritise a complex and varied workload and to work to tight deadlines</p>	<p>Experience of managing significant corporate partnerships and securing six figure new business opportunities.</p> <p>Experience of writing successful bids both independently and as part of a team</p> <p>Experience of financial budgets planning for funding applications and annual team targets</p> <p>Experience of staff development, both on a professional and personal level, supporting them to meet individual KPIs</p> <p>Experience in a results-driven, professional environment with an ability to achieve and exceed financial targets</p> <p>Experience of managing charity databases</p>	<p>Self-motivated with can-do approach</p> <p>Supportive and enthusiastic team player</p> <p>Ambitious and realistic</p> <p>Thrives in a fast-paced environment</p>	<p>We are:</p> <p><b>Committed</b> - We work hard. We are brave, loyal, and resilient.</p> <p><b>Fun</b> - Supports our wellbeing and helps us motivate people.</p> <p><b>Inclusive</b> - We work as a team with compassion and to promote diversity.</p> <p><b>Passionate</b> - About sport and empowering young people.</p> <p><b>Trustworthy</b> - We are responsible, honest, and self-aware.</p>

## STREET LEAGUE BENEFITS, REWARD AND RECOGNITION PROVISIONS

The information below provides a summary of the benefit, reward and recognition schemes available. Please check your contract of employment, company policies and scheme rules for eligibility and terms and conditions of provisions. Street League reserves the right to withdraw, amend the scheme and change providers as appropriate.

<b>Lifestyle and Protection</b>	<b>Pension Scheme</b>	Eligible employees are automatically enrolled in Street League's Group Stakeholder Pension Plan operated by Scottish Widows within three months from their start date. At present, Street League contributes 4% of gross basic salary and employees are required to make a gross contribution of 4% of gross basic salary (this is equal to a net contribution of 3.2% which is deducted from basic salary, with the remaining 0.8% being made up of tax relief from the government). Staff may elect to pay contributions which are higher and Street League will match gross contributions up to a maximum of 6% of your gross annual salary.
	<b>Critical Illness Cover</b>	Critical Illness cover provides you with a tax-free lump sum payment if you or your children suffer a covered critical illness.
	<b>Employee Assistance Programme</b>	Access to a 24/7 confidential helpline and online information, plus five counselling sessions. LifeWorks provides support on everyday issues covering family, money, health and wellness, work and stress.
	<b>Life Insurance</b>	2 x base salary cover after one year of service with the company. Additional coverage provided for senior staff.
	<b>Leave Entitlement</b>	37 days leave per year (inclusive of public holidays), plus one additional day awarded for each year of service up to a maximum of 3 additional days
	<b>Cash Health Plan</b>	Core level of cover with Simply Health provided for employees with over one year of service. Dependent children may be added at no extra charge. Option to increase level of cover and extend to spouse/partner. Reimbursement of expenses up to annual limits for dental; optical; tests; specialist consultations; complimentary therapies.
	<b>Car Lease Scheme</b>	Access to a car lease scheme with Fleet Evolution through salary sacrifice on completion of probationary period. Includes servicing, tyres, motor insurance and licencing.
	<b>Enhanced Sick absence pay</b>	Company paid sickness absence in accordance with the sickness absence policy and contract of employment after probationary period completed (6, 9 or 12 months)
	<b>Season Ticket Loan</b>	Interest free loan to cover the cost of your season ticket, repaid from your salary payments
	<b>Enhanced Jury Service</b>	Full salary paid during Jury service minus deduction for expenses received from the court
<b>Cycle to work</b>	Purchase of a bicycle and/or safety equipment to get to work, tax free and paid for monthly via salary sacrifice up to the value of £1000.	
<b>Other</b>	<b>Staff Conference</b>	A biennial staff conference to meet staff across the organisation and celebrate success
	<b>Staff Survey</b>	Have your say in the annual anonymous staff survey
	<b>Training &amp; Development</b>	Opportunities to gain skills and receive formal training, participate in working groups (such as curriculum development, quality forums, etc) and undertake CPD.
	<b>International Trips</b>	A limited number of opportunities to participate in international events linked to streetfootballworld