

SportsAid Head of Fundraising

Job Description

The role

Area:	Nationwide role
Location:	SportsAid Head Office in London
Reports to:	Chief Executive
Hours of Work:	Full-time position approx. 35 hours a week; some evening and weekend work may be required from time to time; reasonable flexible working options are available

Context

For over forty-five years, SportsAid has been a thread running through the fabric of British sport, recognising and helping talented, young sports people to develop their potential and reach their personal best. Support from SportsAid comes at a crucial time, often when key decisions are being made about sport and education and parents or carers are fulfilling several different roles to help where they can.

SportsAid is able to provide this recognition and help by securing support from a variety of supporters including individuals, other trusts and foundations, corporate/commercial organisations (termed partners) and importantly, Sport England, a longstanding and committed supporter of the charity's work.

SportsAid's **Mission is to encourage, enable and empower the next generation of athletes to achieve their ambitions in sport and life.**

Encouraging them – by providing recognition of their huge potential and inspiration from Olympians and Paralympians.

Enabling them – by providing financial support, free access (for athletes and parents/carers) to workshop sessions with experts and creating a variety of personal development opportunities.

Empowering them – by listening to their views and opinions, providing a safe environment to ask questions and network with their peers and creating a platform to share their inspiring stories and inspire others.

SportsAid delivers its mission through **five key strategic priorities: athlete outcomes; equality, diversity and inclusion; collaboration; fundraising; and awareness.**

These are underpinned with a commitment to team wellbeing and support and **a set of values running through the charity's way of working – integrity, inclusion, respect, excellence and wellbeing.**

This is an exciting opportunity to join a committed and driven team at SportsAid, taking on the responsibility of connecting and engaging with those people that support SportsAid's work and the diverse cohort of athletes who benefit from the charity's help.



Key responsibilities

- To review and refresh the fundraising strategy for the charity to capitalise on existing opportunities and secure sustainable income growth from a range of income streams including corporate and charity of the year partnerships, major donors, special events, trusts and general fundraising.
- To lead and manage SportsAid's fundraising and partnership activities and monitor and report progress, especially to the Board of Trustees.
- To maintain a focus on retaining and growing existing funding partnerships as well as developing the charity's means to seek and secure new partnerships.
- To ensure that the charity is making the most of its assets, especially in developing new corporate partnerships.
- Collate and present useful information and insight to support SportsAid's strategy planning and to contribute to SportsAid's communications activities.
- Work directly with SportsAid's various funding partners, including commercial partners and other grant-making trusts, as well as Sport England, to inform and engage them in the impact they are making through their support of SportsAid.
- To develop a new strategy to better engage with SportsAid alumni to support the charity.
- To protect and enhance SportsAid's brand and reputation in delivering the role and follow best practice and strong ethical standards at all times.

Notes

Although based in London, the role may require periodic travel across England and potentially to Wales, Scotland and Northern Ireland.

As the role may involve contact with young people and vulnerable adults, the appointee will be required to complete an enhanced Disclosure and Barring Service (DBS) check.

The candidate and their core competencies

- You will have significant fundraising experience (at least five years) with a strong track-record and demonstrable success in securing new revenue on a large scale and in developing long-term partnerships, especially with the corporate sector and major donors. Specifically, the right candidate will have:
 - Experience of managing and motivating people in a fundraising environment; and
 - Experience of developing long term partnerships and fundraising strategies and activities.
- An interest in, and some understanding of, the sporting and/or charity sectors; a passion for sport.
- Excellent organisational and presentation skills; comfortable managing several different projects and activities at the same time.
- Strong project management experience and able to adapt to emerging challenges and opportunities; ability to monitor and report progress.
- Sound IT competency; strong database management and Excel skills; financially literate.
- Committed to diversity and inclusion and upholding organisational values; of the utmost integrity and discretion.
- Enthusiasm and willingness to work in a small team in a fast-paced environment.
- A self-starter; enthusiastic, reliable, committed and motivated. A confident, effective communicator able to create and develop relationships with a range of different people.



Salary and benefits

Salary: the salary is in the range of £55,000 to £65,000 p.a. for the right candidate.

Pension: contributory scheme with employee-employer contributions.

Healthcare: membership of the SportsAid private health insurance scheme.

Death in Service: scheme available to all staff.

Holidays: 25 days per year plus Bank Holidays, increasing by 1 day for each year of service (up to 30 days).

Flexible working: options for reasonable flexible and remote/hybrid working can be considered.

Application process

Apply by sending your CV with a short cover letter outlining why you would be suitable for the role, to jobs@sportsaid.org.uk . The closing date for applications is Friday 3rd February 2023 and it is anticipated that the interviews will be held in late February.

On receipt of your application you will be sent a confidential equal opportunities form which all applicants will be asked to complete.

SportsAid recognises that certain sections of the community have been affected by structural inequities and may be denied the opportunity to participate equally and fully in sport at all levels. SportsAid as an organisation believes our role is to remove the barriers that our most under-served, at risk and minoritised groups of young people experience when trying to access sport and physical activities.

SportsAid therefore positively welcomes, and seeks to achieve, diversity in our workforce and that all job applicants, volunteers and employees receive equal and fair treatment. We positively encourage applications from all candidates regardless of age, race, ethnicity, gender, disability, marriage and civil partnership status, gender identity, background, religion, faith, sexual orientation, maternity status, pregnancy, belief or nationality.

