



## **Job Description: Corporate Fundraising Manager**

### **Part time – 20 hours per week**

#### **The organisation:**

Stripey Stork is a registered charity (1161613) who transform the lives of families in need through the simple act of recycling. We collect new and pre-loved items for babies and children - equipment, clothes, furniture, and toys - and distribute them to families across Surrey and surrounding areas. The families Stripey Stork help are facing a range of challenges including homelessness, unemployment, low wages/high living costs, long term ill health, and domestic abuse.

Stripey Stork believe that every child deserves the **same start** and that by sharing the items our families have outgrown we can support a circular economy in a focused and meaningful way.

Our vision is that **every child in Surrey** has access to the essential things they need to develop and meet their potential.

Our mission is to **alleviate the impacts of childhood poverty** by providing a practical way for families to help each other with kindness and purpose.

Meet us here: <https://youtu.be/CDZcFsz6ZAg>

Access our annual reports here: <https://stripeystork.org.uk/annual-reports/>

#### **Overview of the role:**

The Trustees are looking for an enthusiastic, proactive and committed person, with excellent communication skills and corporate fundraising experience, who shares our belief that every child deserves the same start in life.

The purpose of the Corporate Fundraising Manager is to build and nurture rich and rewarding relationships with our corporate partners to raise awareness of Stripey Stork, secure cash income, in kind donations and corporate volunteer hours.

We are looking for the perfect candidate to help us build great relationships with our corporate partners and to help them achieve their fundraising ambitions, allowing us to grow sustainable, annual income.

This is a rewarding and fast-paced role, in a small team. No two days will be the same as you work with businesses supporting them with their fundraising ambitions. The post holder will be responsible for a corporate financial income target in line

with the organisational strategy. They will also be responsible for growing the volume of in kind donations we receive and promoting our corporate volunteering programme.

It is an exciting time to join Stripey Stork, having just been successful in securing three-year funding from the National Lottery to “Spread Our Wings”. This role will suit an individual with experience of corporate fundraising who has an outgoing personality and the confidence and enthusiasm to work in a corporate environment. A visionary, energetic fundraiser can make a real impact through this role.

This is a new role within the Funding, Finance and Impact team.

### **Key responsibilities of the role:**

#### **To develop and deliver Stripey Stork’s fundraising strategy for corporate partnerships:**

- Researching and developing a pipeline of prospective corporate partners.
- Secure new corporate partnerships by preparing and presenting high quality new business proposals and presentations. Monitor progress against fundraising targets.
- Develop relationships with golf clubs across Surrey and lead our golf club charity partnerships. This will generally involve pitching to club captains, supporting the club events and engaging with the golf club members to promote the work of the charity.
- Work with our current corporate partners to design and implement fundraising ideas and events that will generate funds to agreed targets. This will involve developing our relationship, preparing and delivering presentations, promoting our campaigns, having an active presence at events, and providing resources (collecting tins, leaflets etc).
- Organise donor and prospective donor visits to Stripey Stork.
- Provide regular reports to corporate donors on the impact of their support.
- Developing relationships with brand and partners to encourage donations of in kind items (eg. equipment, clothes, toiletries).
- Ensure that Corporate Partnerships Agreements are set up and maintained.
- Liaise with our Volunteering Team Lead to ensure that corporate volunteering events are rewarding and productive for all involved.

#### **Stripey Stork campaigns**

- Support Stripey Stork’s four annual fundraising campaigns: A Gift for Mum, Stripes4Stripey, School Days and Santa Stork to secure the cash income and in-kind donations in line with our targets.
- Oversee implementation of our campaigns with our Community Fundraiser and Marketing Executive.
- Work with our Marketing Executive to maintain and design the online giving platforms (e.g. Crowdfunder and Localgiving) for our campaigns.
- Work with our Marketing Executive to produce campaign blogs after each campaign.

- Engage our corporate partners with our annual campaigns to ensure they deliver maximum value for the families we help.

### **General**

- Produce monthly updates for the management team and as required.
- Maintain accurate records of corporate donors, including communication history.
- Understand and adhere to data protection and freedom of information acts, including GDPR regulations.
- Share corporate partnership stories with our Marketing Executive for social media posts and website updates.
- Ensure that all our fundraising complies with the Fundraising Regulatory Code of Practice
- Ensure that all donations are received and that Stripey Stork's financial procedures are followed.
- To monitor Corporate Social Responsibility issues and keep up to date with professional fundraising associations and practices.
- Work on other aspects of fundraising will be required occasionally, to maximise the opportunities of this small fundraising team.

### **Key attributes required for the role:**

- A knowledge of the way Stripey Stork operate and support for our cause.
- Ability to deliver presentations in a confident and comfortable manner.
- Confident in dealing with a wide range of enquiries from potential supporters and fundraisers.
- Experience of working managing a fundraising or sales target.
- A good working knowledge of PowerPoint, Word and Excel. Experience of using Salesforce as a CRM system would be an advantage.
- Effective and accurate written style (presentations, letters etc).
- Willingness to work flexibly on occasions – in terms of both time and task.
- Ability to manage and prioritise a busy workload, working methodically and to work on own initiative.

Please note the following:

- Occasional evening and weekend work will be required in this role (the working schedule will be amended to reflect this work as it arises).
- As the role involves travel across Surrey, a driving licence and your own vehicle would be helpful. Expenses will be paid in line with our policy.

### **Hours of work:**

We are offering an FTE salary for the role of £30,012 pro-rated to 20 hours a week (based on working week of 35 hours).

The working hours will usually reflect our warehouse Monday to Friday opening hours, but with some evening and weekend work.

This role is offered in on a standard annual basis with 33 days holiday (including bank holidays). Flexibility around school holidays is possible.

The role holder will be eligible to join the company pension scheme (NEST).

**Role reports to:**

Funding, Finance and Impact Manager

**Location:**

The role is based at 51a Albert Road North, Reigate, RH2 9EL with the opportunity to work from home.

The role holder will be required to visit and meet with businesses across Surrey and surrounding area.

**Contract:**

This is a permanent contract with an initial three-month review period.

*This role is funded by a three-year grant from the National Lottery Community Fund.*



To apply send a CV and covering letter including details of why you want to work for Stripey Stork and what makes you perfect for this role, to [recruitment@stripeystork.org.uk](mailto:recruitment@stripeystork.org.uk) by 12pm on Monday 11<sup>th</sup> September 2023.

To arrange a tour of the warehouse prior to making an application please email [info@stripeystork.org.uk](mailto:info@stripeystork.org.uk)

Stripey Stork are working hard to create an inclusive team culture, reflecting the diversity of the community we serve. We are committed to making our recruitment process and roles accessible and encourage applications from people from a broad range of backgrounds and circumstances, including those who are under-represented, or have lived experience of the challenges facing families we support.