



www.narf.org.uk

About Us:

The charity's successes already include Natasha's legacy being laid in parliament and being known as "Natasha's Law". It includes stricter requirements for pre-packaged foods to carry a full ingredients list which is enshrined in legislation across the UK. Natasha's Law will come into effect in October 2021 and is a major change for many food businesses.

Allergies, particularly food allergies have been increasing dramatically in recent years, with the UK now having one of the highest rates with between 2 and 3 million people suffering with one or more life threatening allergy (Sources: Nwaru et al 2014; Food Standards Agency 2016). Latest estimates suggest that by 2025 more than 50% of the UK will suffer from at least one type of allergy, with no age, social or geographical distinction (Source: EAACI, 2016).

Are you a collaborative, proactive and results-driven individual with a background in securing five and six-figure partnerships? Are you an impressive communicator and negotiator with a strong interest in developing new business pitches and ideas?

Natasha's Foundation is seeking two experienced New Corporate Partnerships Fundraising Managers to help build on the momentum of recent corporate partnership success and deliver on our bold corporate fundraising ambitions by identifying, researching, and securing high-level and high-profile strategic partnerships.

The New Corporate Partnerships Managers will be responsible for devising and implementing a successful programme of fundraising from the corporate sector to an agreed annual target. They will deliver on areas of new business research, including identifying and researching prospects, managing a pipeline and developing tailored high-quality propositions and applications. They will develop our partnerships pipeline based on knowledge of the sector and publicly available data.

They will also steward high-value corporate prospects, including strategic collaborations, corporate grants and sponsorship, and on delivering corporate engagement activities for corporate partners. Forecasting and providing regular financial updates is a key aspect of these roles, as is ensuring that all information is maintained and used to its full potential.

New Corporate Partnerships Manager– Responsibilities:

1. To develop and deliver a Corporate fundraising strategy that will drive growth and significantly increase income.
2. To forge long-term mutually beneficial relationships with corporate supporters and raise funds towards the strategic priorities of Natasha's Foundation.
3. To proactively identify and secure new strategic and high value partnerships.
4. To nurture and maintain existing corporate relationships and develop an extension and replacement strategy with the CEO and Founders.
5. Develop a long-term strategy for corporate giving within the corporate arena.
6. To develop professional solicitation proposals and undertake presentations at senior level meetings.
7. To develop and write compelling funding proposals, applications and reports.
8. To manage relationships with Corporates during all aspects of winning new partnerships for Natasha's Foundation.
9. Track, analyse and report on fundraising results in the corporate field and measure, manage and report performance using agreed performance measures.
10. To create monthly income forecasts and pipeline reports.
11. Monitor CSR/Corporate Responsibility issues in the media, and to keep up to date with professional fundraising associations and media regarding fundraising tools and skills development.
12. To continue to raise the profile of Natasha's Foundation by networking at appropriate events and secure new introductions.
13. Contribute towards fundraising team KPIs to help inform business planning.
14. To individually manage volunteers and collectively coordinate their time and skills assisting with this key area of work.
15. Other duties as directed by the CEO which are consistent and commensurate with the responsibilities of the post.

Personal Qualities & Experience:

- Extensive experience working in a charity fundraising environment, specifically securing new corporate partnerships.
- Proven track record of securing five- or six-figure corporate partnerships and donations.
- An outstanding communicator, with the ability to write compelling copy for different audiences.
- Strong interpersonal, networking and presentation with the ability to develop strong relationships with high level decision makers.
- Experience of developing and testing new fundraising products.
- Excellent organisational and planning skills, with a track record of meeting and exceeding targets and deadlines.
- Self-motivated and self-managing, able to effectively prioritise workloads both immediate and in the pipeline, meet deadlines independently & be a quick thinker.
- Have an openness to learning from different perspectives, changing viewpoint based on evidence, and commitment to continuous improvement and innovation.
- Knowledge or an interest of issues affecting people living with allergic disease and the policy landscape.
- Ability to travel to meetings and events regularly across the UK when travel restrictions are lifted, and it is safe to do so.
- A willingness and ability to work flexibly including some evenings and weekends as needed.

This job description is not necessarily a comprehensive definition of the post. It will be reviewed at appraisal or other appropriate time and may be subject to modification or amendment, after consultation with the holder of the post.

Role Details / Benefits:

This position is a home-based role with weekly / biweekly virtual meetings (as needed) with the Chief Executive.

Future travel to meetings into London and other places across the UK will be required from time to time. Expenses will be paid in line with the charity's Expenses Policy.

- Salary: £45,000-£50,000 dependant on experience
- Holidays: 25 days plus statutory holidays pro rata
- Pension: 3% employer contribution on condition of employee 5% minimum contribution
- A laptop, Zoom account and mobile phone will be provided
- To attend training and attend courses relevant to the post.