



Homelessness has no place

Job Description & Person Specification:

DATE:	July 2023
POST:	Head of Corporate and Regional Engagement
CONTRACT:	Permanent
HOURS:	37.5 per week
SALARY:	£51,600 (inclusive of ILW)
HOLIDAY:	26 days pa plus bank and statutory holidays
LOCATION:	Home working and office based (London)
RESPONSIBLE TO:	Director of Philanthropy and Partnerships
RESPONSIBLE FOR:	Regional Engagement Manager, Regional Engagement Officer and Corporate Development Manager

About Depaul UK

Depaul UK supports over 5,000 young people facing youth homelessness in the UK every year. Everyone we help has a unique situation and a unique set of needs, which is why we have a person-centred approach.

For those facing homelessness, we offer accommodation and tailored support to develop their independence. When relationships break down, we provide advice, guidance and mediation to keep families together. Our programmes equip and empower young people to manage mental health problems, build healthy relationships and access education, employment and training.

We do everything we can to help young people live a fulfilling, independent life away from the dangers of homelessness.

Summary of the role

Depaul UK is at an exciting stage in the development of its fundraising portfolio and we are planning for significant growth within our Corporate and Regional Engagement income streams over the next 3 years (from £400,000 in 2023 to £1m in 2026).

This is a new role within the Fundraising and Communications Directorate of Depaul UK, which we have developed in response to the significant opportunity within Corporate fundraising, both at a National level and across our key regions (London and the SE, the North East and North West of England).

We are looking for an experienced and proactive Corporate Fundraising expert to lead our fantastic Corporate and Regional Engagement Teams to deliver sustainable income growth, reach and engage new and existing audiences, and deliver outstanding supporter experiences.

The post holder will be a key member of Depaul's Leadership Group and will report to the Director of Philanthropy and Partnerships within the Fundraising and Communications Directorate.

Key Deliverables

- Lead the development and delivery of the Corporate and Regional Engagement strategy and annual business plan to deliver significant income growth in year one (from £400k in 2023 to £650k in 2024)
- Be an inspiring and effective leader with line management responsibility to three direct reports: setting objectives, conducting supervision meetings and appraisals, managing underperformance and identifying any learning and development needs.
- Drive best practice in prospect research and cultivation to generate a strong pipeline that leads to new, substantive commercially viable partnerships from Regional and National Corporates.
- Lead Regional Engagement Team to meet individual targets from a portfolio of Corporates (70%), Community Grants (20%) and other Community / Faith Groups (10%) in their respective regions, ensuring that workload is prioritised effectively to provide the greatest return on investment.
- Lead Corporate Development Manager to identify, cultivate and win National New Business opportunities valued at c£20K+ - including inputting into the development and delivery of development plans, written proposals and pitch presentations.
- Working with the Corporate Development Manager, review, refine and manage all Regional and National Corporate processes and resources, including – but not limited to - stewardship matrices, supporter journeys, cases for support, fundraising materials, and corporate volunteering programmes.
- Personally build and manage strong relationships with top tier Corporate donors to maximise income potential and donor retention.
- Develop audience-centric proposals, pitch presentations and cases for support, and ensure all internal and external communications are clear, comprehensive, compelling, and on-brand.
- Set and report against insight-driven Key Performance Indicators (KPIs) to ensure income targets and other non-financial objectives are met, and that risks are identified and mitigated appropriately.
- Set and manage annual Corporate and Regional income and expenditure budgets and produce reforecasts and financial reports as required.
- With the Head of Philanthropy and Trusts, lead the Philanthropy and Partnership Team to plan and deliver meaningful stewardship opportunities commensurate with relationship value.
- Act as a role model and ambassador of Depaul with external audiences, including Community Groups, Regional and National Corporates.
- As a member of Depaul's Leadership Team, contribute to wider Depaul initiatives, taking the lead on cross-team and cross-charity activities where required.
- Keep accurate records of all interactions with Corporate / Regional supporters on the Raiser's Edge NXT database, as well as recording future opportunities and cultivation plans.
- Adhere to all Depaul UK policies and procedures and, in particular, champion data protection and appropriate privacy principles in relation to donors.
- Support the Director of Philanthropy and Partnerships in budgeting, strategic planning, performance monitoring, relationship building and other duties as and when required.

Person Specification

When completing your application form please address the points set out below:

- Experience of exceeding fundraising targets and delivering in excess of £500,000 from Corporate partnerships.
- Experience of building and managing healthy new business pipelines that deliver on income targets.
- Experience of managing and motivating teams to achieve targets.
- Proven success in researching, cultivating and winning new partnerships from scratch.
- Experience of developing and stewarding excellent personal relationships with external and internal stakeholders, donors and volunteers.
- Experience of setting, monitoring, and achieving income targets, objectives and KPIs.
- Experience of developing / improving fundraising resources and processes to increase efficiencies and achieve results.
- Proficient in the use of a relationship management tools/databases (experience of using Raisers Edge NXT desirable).
- Excellent verbal and written communication skills, with the ability to make a compelling case for support in writing and in person.
- Sound knowledge of current fundraising trends, the Code of Fundraising Practice and Data Protection legislation.

Other requirements

- Willingness to (very occasionally) work variable hours including evenings and weekends as needed.
- Flexibility to travel to meetings as required within the UK.
- Willingness to learn and adopt Depaul's values in your ways of working:
 - We celebrate the potential in people
 - We put words into action
 - We take a wider role in society
 - We believe in rights and responsibilities

Why work for Depaul UK?

By joining Depaul UK, you'll...

- Be part of a supportive, creative and ambitious fundraising team and an integral player in Depaul's Fundraising Strategy.
- Have the opportunity to see our vital work on the ground and be inspired to share our story with supporters.
- Be empowered to use your initiative and make strategic decision to support the charity.
- Bring your ideas to an innovative fundraising team and charity which is willing to take chances and do things differently
- Gain experience working with major global corporate partners