



**LORD'S TAVERNERS**  
Empowering young people through cricket

## **Introduction from the Director of Engagement and Partnerships**

At The Lord's Taverners, we exist to empower and positively impact the lives of young people facing the challenges of inequality. We work across the UK and beyond to provide inclusive and impactful cricket programmes, empowering young disabled people and those from areas with high levels of poverty to develop the knowledge, skills, capabilities, and confidence required to overcome the challenges of inequality, raise their aspirations, and reach their potential.

Currently, over one million young people with disabilities in the UK are not accessing sport and the many personal benefits it brings. We want to change that and reach out to every single one of them.

Right now, it is no understatement to say that it is an exciting and unique time to join the Lord's Taverners. We are delivering a new strategy and undergoing a significant transformation at the organisation, no more so than in our Engagement and Partnerships team.

I have been in post for just over a year now and in that time, I've not only been inspired by the work we do, but also, I have been hugely inspired by the potential reach and impact we can have through our fundraising efforts and in particular the growth we can achieve through the Corporate, Trusts and Foundations space.

While the structure of this team is a new, any candidates looking to join will be able to hit the ground running as we look to build on a strong existing pipeline. We have recently just extended our biggest corporate partner for another three years and have been successful with applications to funders such as City Bridge Trust and the Garfield Weston Foundation. The portfolio will also include managing established and key strategic partners such as the People's Postcode Lottery and the England and Wales Cricket Board (ECB).

These roles offer a unique opportunity to own and grow some of the biggest income streams and funding relationships for the charity. At the Tavs, we purposely chose the team's name as 'Engagement and Partnerships'. Those words underline our approach to raising money. We want to creating engaging and partnership led fundraising propositions and these roles will be at the forefront of that approach.

**Will Gogerty**  
**Director of Engagement and Partnerships**  
**The Lord's Taverners**





<b>Job Title</b>	<b>Senior Corporate Partnerships Manager</b>
<b>Reporting to</b>	<b>Head of Corporate Partnerships, Trusts and Foundations</b>
<b>Location</b>	<b>London (with very flexible working options)</b>
<b>Contract</b>	<b>Permanent, Full Time</b>
<b>Salary</b>	<b>£41,500 - £45,000 (Level 4)</b>

**Job Purpose:**

Working alongside the Head of Corporate Partnerships, Trusts and Foundations, you will be responsible for growing and maintaining our existing portfolio of Corporate Partnerships, as well as developing pipeline of new prospects to find the next set of partners to work with the charity.

By finding new and building on our existing pipeline of contacts with corporate foundations, to commercial partners and sponsorship opportunities linked to our charitable programmes and events programme, you will drive our corporate proposition forward and build on the success we have already had in this area of the income portfolio.

**Key Capabilities**

- Influence the development and implementation of the strategy for generating value and income from Corporate Partnerships, maintaining and developing the pipeline and regularly reporting on progress and future planning.
- Strategic oversight and management of existing and new corporate partnerships, with a focus on corporate foundations linked to our charitable programmes.
- Ownership and management of a strong prospect pipeline, that will support you to secure new partnerships, as well as re-engage lapsed corporates.
- To be the lead in account managing all major corporate partnerships
- Work closely with all departments, especially the Charitable Programmes and MarComms Teams, to develop relevant case studies or project proposals.
- Develop internal stakeholder relationships, in particular with the Programmes Team to identify funding needs and opportunities, as well as Trustees/Committee members who may hold key relationships with existing or potential funders.
- Maximise income from partnerships and deliver on agreed partnership objectives by providing high quality account management.
- Supporting our regional engagement team to develop our regional corporate proposition and build on our regional corporate pipeline.
- Working with our membership database and audience to explore opportunities to create corporate partnerships from our existing networks.
- Have ownership of the corporate partnership budget both in terms of income and expenditure.
- Awareness and understanding of legislation and best practice, with good knowledge of the Chartered Institute of Fundraising and Fundraising Regulator, in relation to fundraising and data protection.



**Person Specification:**

**1. Specialist knowledge, skills and experience:**

- Be a subject matter expert in leading on applications and pitches, winning multi-year partnerships.
- Experience in corporate fundraising account management, managing multiple high-value accounts.
- Experience in partnership strategic planning and partnership forecasting and planning
- Demonstrable strong project and account management abilities
- Strong problem-solving ability and confidence to bring in new ideas and drive them forward

**2. Planning and organisational skills**

- Exceptional research, administrative, and both written and verbal communication skills.
- Experience of managing a pipeline of multiple prospects, keeping abreast of their stages of progression and next action
- Excellent skills in planning and prioritisation, monitoring and reviewing progress against plans, objectives, and budgets, ensuring actions take place in relevant timescales and nurture a culture of accountability.
- Demonstrating resilience, ability to multitask, handle pressure and work in an agile environment.

**3. Communication skills**

- Demonstrable experience of acting as a team player
- Experience of pitching in a compelling manner to both individuals and groups - including HNWIs and Corporate Partners.

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*It shows that cricket is not restricted to one community, or one type of person. Everyone comes together in Wicketz*

**- Mo**

