



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





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

Job Purpose:

Working alongside the Head of Corporate Partnerships, Trusts and Foundations, you will be responsible for trusts and foundation applications and relationship management with funders. You will work to maximise on the grant needs of the charity whilst working with key audiences and a wide range of stakeholders, to build on an existing pipeline of opportunities and to meet the financial targets set. This will include developing a strategy for identifying, cultivating, and soliciting gifts and grants from new Trusts and Foundations.

Key Capabilities and experience:

- Influence on the development and implementation of the strategy for generating income from trusts and foundations – maintaining and developing the pipeline and regularly reporting on progress and future planning.
- Research, plan and implement an extensive rolling programme of complex trust/foundation funding applications, ensuring a healthy balance of large and small, restricted and unrestricted funding applications to achieve agreed income targets.
- Conduct thorough research of funding opportunities, identifying the funders' motives and requirements. Undertake regular reviews of past and existing supporters as well as identify new sources of potential funding.
- Write tailored, well considered, and compelling applications for support, resulting in ongoing long term committed giving.
- Work closely with all departments, especially the Charitable Programmes and MarComms Teams, to develop relevant case studies for project proposals.
- Initiate, develop and manage relationships with key stakeholders of trusts and foundations, acting as their key contact within the Taverners, including providing timely reports on our use of grants allocated.
- 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.
- Track and time plan applications throughout the year to meet trusts and foundations committee deadlines, thus ensuring a continuing income stream.
- Manage a portfolio of existing supporters developing or maintaining long-term giving.
- 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.
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- Manage the Income and expenditure administration of grants, with relevant project leaders, to ensure compliance with grant terms and conditions.



- Maintain accurate records of applications, outcomes, and activity with trusts and foundations via the charities database.

Person Specification

1. Specialist knowledge, skills and experience.

- Subject matter expert and successful trusts fundraiser.
- Proven track record of significant income generation through trusts and foundations.
- Proven track record of prospect research, identifying funding opportunities.
- Proven track record of successful donor management
- Exceptional research, administrative, and both written and verbal communication skills

2. Planning and organisational skills

- Subject matter expert on 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.
- Ability to manage multiple projects and tight deadlines and do so autonomously.

3. Communication skills

- Demonstrable experience of acting as a team player
- Experience of pitching, speaking clearly, fluently and in a compelling manner to both individuals and groups - including HNWI's and Trusts and Foundations.

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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

