

FareShare

Job Description - Senior Corporate Fundraising Manager - Account Management

Reporting to:	Director of Fundraising
Location:	London
Contract:	Permanent
Hours:	35 Hours
Salary:	£49,343-£51,940 (We normally offer a starting salary at the start of the range)

About FareShare

FareShare is the UK's national network of charitable food redistributors, made up of 18 independent organisations. Together, we take good quality surplus food from right across the food industry and get it to nearly 8,500 frontline charities and community groups.

The food we redistribute is nutritious and good to eat. It reaches charities across the UK, including school breakfast clubs, older people's lunch clubs, homeless shelters, and community cafes. Every week we provide enough food to create almost a million meals for vulnerable people.

Every year, more than three million tonnes of food go to waste in the UK, enough for 7 billion meals. Meanwhile, the cost of living crisis is driving millions into food insecurity.

We are fortunate to benefit from the support of major retailers, the media, ambassadors and a groundswell of public engagement. As a result, there has never been a more exciting time to join an organisation at the heart of public consciousness.

FareShare's Strategy & Vision

Our vision is of a UK where 'No good food goes to waste'.

Our mission is to use surplus, fit-for consumption food to feed those who are vulnerable in the UK by supporting frontline charitable organisations that tackle the cause and not just the symptoms of poverty.

Our values run through everything we do and set out a clear framework for us to approach our work: passion, ambition, respect, collaboration, and focus.

The role

Main areas of responsibility

This is a key senior role within the Fundraising Directorate, collaborating closely with the Senior Corporate Manager - New Business the Fundraising Leadership Team to grow income and awareness from corporate sources.

The key focus of the role will be:

1. Successfully lead the Corporate Partnerships account team to develop and deliver on our ambitious growth strategy across existing partnerships.
2. Working collaboratively with the Senior Corporate Manager - New Business to deliver a seamless strategy, focussing on the transition of partners through business planning and maximising lifetime value.
3. Being accountable for excellent stewardship and account growth plans specifically deepening of engagement to maximise ROI and longer term strategic partnerships.
4. Using data, insight and innovation techniques to implement diversify income streams from existing partners.
1. An active member of the Fundraising Leadership Team, managing key cross organisational projects on behalf of the whole fundraising directorate.

Responsibilities

- Lead a team to maximise immediate potential with existing partners and generate a more diverse portfolio of strategic and sustained income over time.
- Maintain oversight of our partnerships portfolio and pipeline and work with the Senior Corporate Manager - New Business to ensure a cohesive and collaborative transition of new partners into account management.
- Manage forecasting and expenditure for the Corporate Partnerships team providing updates, mitigation plans and horizon scanning for income opportunities. .
- Lead the team to develop and deliver cultivation and stewardship programmes for partners with clear growth targets
- Lead the development of new corporate engagement and income generating opportunities to enhance partnerships, deepen relationships and provide value to the organisation.
- Lead Corporate Fundraising representation across the organisation, to deliver projects and build new opportunities to help the FareShare deliver on its strategy.
- Establish effective and impactful relationships with current partners to ensure appropriate relationships are in place and effectively managed at all levels.
- Oversee account allocation across the team to maximise account growth and optimise return on investment.

- In collaboration with FareShare’s Operations Team ensure accurate monitoring and project progress on restricted funding.
- Provide inspiring and motivating leadership and coaching of direct line reports
- Work with the Senior Managers across fundraising to maximise cross selling opportunities, from employees to Major Donor prospects.
- Develop, monitor and maintain systems and processes including Salesforce database, financial accounting, account management plans, contracts and due diligence

In addition, you will be expected to:

- Work within legal and charity guidelines
- Manage and work within FareShare’s IT systems and data guidelines
- Undertake training and skills development and keep up to date with the changing requirements of the role
- Undertake other duties as required

Person Specification

As an employer committed to Equal Opportunities, we will assess applications in line with these criteria that we consider either as being essential or desirable in this role.

Essential Criteria

- Demonstrable experience of delivering six-figure partnerships at scale in either a charity or commercial environment
- Experience of providing excellent relationship management and stewardship resulting in increased levels of financial support from partners
- Experience of managing multi-faceted strategic partnerships that deliver both financial and non-financial impact to an organisation
- Experience of using data and insight to inform business planning and decision making
- Ability to develop strategy and translate into an operational delivery plan
- Experience of leading a team and people management
- Target driven, proactive and creative in meeting the needs of complex multi-faceted partners
- Excellent communication and interpersonal skills, with the ability influence and negotiate at all levels internally and externally
- Excellent written and verbal communication skills with the ability to convey complex and compelling funding proposals
- Exceptional project management skills, capable of leading the delivery of multiple complex projects on time and to budget

- Proven experience of financial forecasting and managing financial risks and opportunities
- Experience of working in a third sector environment
- Evidence of an up to date understanding of charity legislation, best practice and regulatory requirements, including large scale CRM campaigns

Competencies and behaviours

- A commitment to Equal Opportunities
- An understanding of, and sympathy with FareShare's mission
- Flexibility of approach and ability to work in a team and across other internal teams.