

WORK WITH US

CORPORATE FUNDRAISER

CONTRACT:

Permanent; full time (40 hours per week). We will also consider candidates who want to work 0.8 FTE (32 hours per week). Hours are flexible.

LOCATION:

Wolverhampton Youth Zone. Some hybrid working is supported, and you will be expected to be out meeting donors regularly.

REPORTING TO:

Susan Barlow, Head of Fundraising at The Way, Wolverhampton Youth Zone

REMUNERATION PACKAGE:

£30,000 - £33,000 per annum, or pro rata; automatic enrolment 3% (employer)/3% (employee) defined contribution pension; 33 days holiday inclusive of bank holidays, or pro rata; access to OnSide Talent Academy and ongoing professional development.

PURPOSE OF THE ROLE

We are looking for someone with a passion for corporate fundraising, and a commitment to young people to deliver our corporate fundraising programme. You will focus on growing income from local corporate partnerships and use your skills to develop and deliver our corporate fundraising portfolio. You will focus on growing income from business in the City of Wolverhampton. In particular, this role will recruit SMEs and corporates in the city to our Business 1000 Club. This new product will introduce new corporates to The Way and be part of our donor pipeline. You will be excellent at building relationships, have experience in digital fundraising, be creative in your approach and excited by the opportunity to grow and manage a number of fundraising programs. You will be able to network and forge strong relationships with partners. The successful candidate will work in tandem with the Head of Fundraising, and the fundraising team to help The Way achieve its goal of delivering lifechanging youth work to young people in Wolverhampton. You will also be supported by a network of fellow Fundraising Teams across the OnSide Network.

As well as raising vital funds to keep our doors open, you will help raise awareness that The Way is a charity within the local community. Through creating successful fundraising campaigns and building strong and meaningful relationships with community groups and local businesses in Wolverhampton, you will ensure young people have a safe, affordable, and inspiring place to go in their leisure time.

Key responsibilities:

1. Recruit entry level corporates to The Way's Business 1000 Club and offer at least one annual networking opportunity. The aim to progress and upgrade these businesses to our patron levels in future years with a value of £50,000 in Year 1.
2. Organise networking and stewarding events for the Corporate 100 Club and support patron events.
3. Organise a fundraising event (golf day, running event) for staff engagement activities with corporate supporters and develop on the success of participating in the Birmingham 10K to raise our profile in Wolverhampton and the Black Country.
4. Support and bring additional resource to existing fundraising team.

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SELECTION CRITERIA	REQUIREMENT
EXPERIENCE	
Experience of developing and submitting high quality successful funding applications and approaches to funders	Essential
Experience of gathering, understanding, and presenting complex information and data in a clear, concise way	Essential
Experience of working with fundraising database	Essential
Experience of working within a charity fundraising environment	Essential
Experience of cultivating relationships with funders, both via verbal and written methods of communication	Essential
Experience of generating high level gifts from funders and corporates	Essential
SKILLS, KNOWLEDGE AND ATTRIBUTES	
Ability to prioritise tasks, manage own time and achieve multiple deadlines	Essential
Good written communication skills	Essential
Ability to effectively research potential prospects	Essential
High level of IT competence, excellent internet research skills and database management	Essential
Proven ability to make a persuasive, inspirational and compelling case in writing	Essential
Ability to cultivate and maintain relationships to secure funding and work effectively with partner organisations	Essential
Ability to work with varying degrees of support; from working completely under own initiative to working collaboratively with substantial input and critique	Essential
Demonstrable empathy with the aims and expectations of grant givers and corporate donors	Essential
Ability to work at pace, but calmly under pressure	Essential
PERSONAL QUALITIES	
Resilient and flexible when faced with new challenges and opportunities	Essential
Motivated to improve young people's lives for the better	Essential
Supporting the wider team to achieve universal success	
Willingness to understand and fully engage with The Way's strategy and values, and contribute positively to the workplace	Essential
Enthusiasm for working in a small friendly team, but able to work independently	
<p><i>The job may involve occasional work outside normal working hours, and occasional travel to visit and steward donors.</i></p>	

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ABOUT THE WAY YOUTH ZONE

At The Way, we believe that all young people in Wolverhampton should have the opportunity to discover their passion and their purpose. To find out what they've got and where it could take them. Our Youth Zone is a purpose-built space fizzing with energy and crammed with incredible facilities. It is staffed by skilled and dedicated youth workers who truly believe in young people in the city - helping them see what they could achieve, and giving them the skills, confidence and ambition to go for it. Year in, year out we deliver life-changing support that helps thousands of young people in Wolverhampton from a diverse range of backgrounds to thrive. It's inspiring. It's empowering. And it works.

Open 6-days a week, we offer a safe and active space for young people to flourish in their leisure time, where their interests can be nurtured, and they can grow as individuals. We have had over 16,000 young people through our doors since we first opened in 2016. This is a charity that the whole community can be proud of, and you can be part of that journey. Entry is just 50p each time and annual membership £5, which gives a young person access to over 20 activities per night! In addition to our open-access provision, we run targeted projects that bring specific outcomes to some of those most in need of additional support and interventions.

The Way Youth Zone is a proven model of youth service provision that is aligned to community needs and supported by cross-sector funding. The Local Authority, local businesses and the wider community of Wolverhampton and the Black Country have donated to The Way to give 8-18-year-olds, (and up to 25 for young people with additional needs) affordable access to a broad range of sport, arts and employability services, designed to empower them to lead healthier, positive and more active lives - raising their aspirations for themselves and their community.

The facilities are second to none, delivering sporting, artistic, cultural and general recreational activities each session. The outstanding quality of the facilities is a concrete demonstration of the belief that young people deserve the best.

The Way Youth Zone benefits from the guidance, direction and support from colleagues and partners across the OnSide network. It is part of a network of 14 Youth Zones. OnSide's role is to provide ongoing support as the umbrella organisation within a federated structure and also to create new Zones, taking our tried and tested model to ever more young people across the country.

HOW TO APPLY:

Please send your CV and a covering letter detailing why you would like to be considered for the role to lisa.spiby@thewayyouthzone.org

If you would like more information about the role please phone Susan Barlow, Head of Fundraising on 01902 328290.