Title: Fundraising Manager - Strategic Partnership

Responsible to: Head of Strategic Partnership
Location: London, NW3
Responsible for: People: N/A
Budget: Individual Income responsibility TBC

Key Working Relationships: Head of Strategic Partnerships, Chief Executive, Core Mission Lead, WAGGGS Leadership Team, Member Organisation partners, senior volunteers, and key stakeholders within strategic partner organisations/donors and prospects.

About Us:

Girl Guiding and Girl Scouting is the world’s only movement for every girl and any girl because we believe that each of them deserves to be the best they can be. Free to make what they want from the Movement, girls learn by doing, make friends and have fun. In safe, local spaces, girls develop the skills and attitudes to change themselves, their communities and our world.

The World Association of Girl Guides and Girl Scouts (WAGGGS) keeps the global Movement thriving, united and growing.

Job Purpose:

This is a key role within a small, mixed discipline team including fundraisers and programme/membership specialists. The Fundraising Manager will generate income from corporate partnerships, building on existing and longstanding partnerships and co-creating new initiatives to generate a significant uplift in income.

The new team has been created in order to work closely with Member Organisations around the world to understand their needs and ambitions for girls in their countries, working with them to secure significant funding at a regional and global level.

Job Context:

The foundations for this new team have been set in recent years. New programmes have been created in partnership with companies, such as Free Being Me / Action on Body Confidence, which has reached over 5 million girls and young women in 127 countries. We have also secured significant funding for our anti-violence and leadership work.

There is now a unique opportunity to build on these achievements, working with our Member Organisations (MOs) in over 150 countries around the world. The role forms a key part of a small, mixed discipline team including fundraisers and programme/membership specialists, who will build excellent working relationships with
MOs across our network. Together our Member Organisations represent 10 million girls and young women around the world.

Working with both new and existing donors, this role will seek to generate new income that can help our members to achieve these ambitions and so enable life-changing opportunities for girls and young women around the world. In addition to a personal income target, the success of this role will also be measured by non-financial measures, such as the alignment of funding opportunities to strategic needs and increased access for a wider range of Member Organisations.

The role has responsibility for generating income from strategic partners with a focus on those operating internationally. As a result, the role involves working with some of the organisation’s most valuable and respected stakeholders.

Key Responsibilities:

- To support the implementation of both the strategic partnerships and engagement team strategy to identify, cultivate and engage partners that match WAGGGS vision and aims, and that can deliver the income required for WAGGGS and its Member Organisations to fulfil their goals.

- To support the development of WAGGGS existing partners, ensuring reporting requirements are met, and that stewardship plans build closer relationships and encourage further support.

- To work closely with staff and volunteers in Global Programmes and across WAGGGS to develop funding propositions for corporate partners that deliver against MO strategic priorities while meeting partner expectations. Ensure the propositions are deliverable, measurable, and accurately costed. Work with colleagues delivering funded propositions to ensure reports are produced to agreed timelines and that issues are effectively managed.

- To undertake research and networking to identify potential strategic partners, including managing and maintaining a pipeline and prospecting database.

- To support budget management and the development of accurate income forecasts based on programme and partner knowledge, and to ensure accurate reporting to the Leadership Team and key stakeholders, including senior volunteers as necessary. To monitor progress against targets and ensure personal objectives are met.

- Proactively support the Head of New Business to develop and foster a positive organisational culture demonstrated through our core values and behaviours, and work collaboratively with volunteers and colleagues across WAGGGS to ensure a joined up, coordinated approach that is focused on delivering strategic goals.

- Represent the organisation and participate in external events to promote WAGGGS’ interests, brand and mission, and to extend the influence and voice of the organisation and the wider movement.
• Embrace the organisation’s volunteer ethos, and work in a positive and collaborative way with international volunteers to maximise their contribution. Foster effective, transparent communications at all levels throughout WAGGGS to enable staff, volunteers and Member Organisations to have access to the information they need in a form that is appropriate to them, and that reflects the diversity of the organisation.

• The role is primarily responsible for making a recognisable contribution towards the partnership team’s overall income target/budget.

• This role will also lead the way on fundraising and developing the case for support for specific thematic areas (for example anti-violence, leadership, menstrual hygiene etc) as assigned by the Head of Strategic Partnerships.

• This role does not have line management responsibility but it is a senior role and is expected to work independently and have the ability to manage relationships at the highest level.

• The role works closely with other members of the Fundraising and wider Engagement team (advocacy and communications), Global Programmes, Membership and Finance. The role also involves close working with external and internal senior stakeholders and prospective/current partners.

• To act as an ambassador on behalf of WAGGGS, creating opportunities to enhance WAGGGS’s external profile and reputation amongst key audiences and pursue strategic alliances in line with corporate and business plan objectives.

• To be responsible for and able to evidence own personal development by undertaking relevant training, attending meetings, conferences and events ensuring that you are updated in all matters relevant to the role within your Personal Development Plan agreed with your manager.

This job description is not exhaustive and serves only to highlight the main requirements of the post holder. The line manager may stipulate other reasonable requirements.

The job description will be reviewed regularly and may be subject to change.
## Person Specification

### Qualifications & Experience:
- Proven successful track record in negotiating and securing significant corporate partnerships.
- Experience of working with senior fundraising volunteers and volunteer led committees at a strategic level.
- Demonstrable success in developing relationships and influencing stakeholders.
- Experience of working within not for profit and/or private sector partnerships.
- Experience of motivating and managing high performing teams.

### Skills and Knowledge:
- Experience of complex contract development and negotiations.
- Financial management skills for project planning and reporting.
- Excellent communications and influencing skills. Ability to present ideas in a convincing manner and be able to persuade others of a particular viewpoint. Ability to clearly and concisely get message across via correspondence, report writing, presentations and discussions.
- Ability to build solid working relationships with peers and senior leaders, especially in cross-cultural settings.
- Knowledge of trends in corporate partnership and wider corporate fundraising market.

### Personal Qualities:
- Able to demonstrate a commitment to and be a role model for WAGGGS’ organisational values

### Other Requirements:
- Fluent in spoken and written English.
- Occasional work outside regular office hours
- Must be prepared to travel internationally

- Experience of fundraising for an INGO
- Experience of securing funding for international programmes.
## Person Specification

### Working for WAGGGS:

- Able to demonstrate a commitment to and be a role model for WAGGGS’ organisational values of: Member Driven; Brave; Inclusive; Empowering; Transparent; Professional.
- A passion and commitment for issues affecting girls and young women on a global level, and demonstrable ability to engage with girls and young women, either through a professional or personal background.

### Special Notes:

Applicants must have the right to live and work in the UK.