

Bounce Forward®

**Job Information Pack
Philanthropy and Sponsorship
Manager**



Bounce Forward is an inclusive employer and encourages applications from the broadest range of candidates.

Thank you for your interest in Bounce Forward



My name is Lucy Bailey. I am delighted to know that you are interested in working with us. Below, you will find information about the charity, our mission and vision, which will, I hope, be useful.

I founded Bounce Forward in 2009, within Hertfordshire County Council and we became an independent charity in 2016. I am proud of everything that has been achieved so far, and I am excited for our growth ahead.

Bounce Forward are developing the next generations of psychologically fit children who will become psychologically fit adults.

There has never been a more important moment to care about the psychological fitness of our children, and the purpose of education.

Lord Richard Layard, an economist and leading expert on well-being research has found that ***"If we wish to predict which children will lead satisfying adult lives, the best indicator is their emotional health at age 16. This is more important than their academic qualifications right up to the age of 25 – and more important than their behaviour in childhood."***

Bounce Forward has worked with Lord Layard's team at the London School of Economics and many others over 13 years, to design and test our programmes. We have implemented them in almost 2,000 schools and they are referenced by HM Treasury, Department for Education and Public Health England, but with more than 19,000 UK schools we have work to do.

Bounce Forward has exceptional foundations. We are ready to grow, but we need help to take us to the next level. which is where this role comes in.

99.8% of the teachers and parents we train strongly agree or agree that our approach is useful personally, is needed by young people, will improve the school or things at home and would recommend us to others.

We are disrupting education to focus on psychological fitness not just grades, can you help?

The Problem

£100 billion is spent each year on mental health problems

The UK ranks in the bottom 4 of 80 countries for children's life satisfaction.

There is a strong correlation link between fear of failure and life satisfaction.

Education has become too weighted towards exams which is stressing children out; meanwhile, teaching professionals are burning out and leaving the profession.

Our vision

To be the resilience experts in the UK and beyond.

We want to take part in reshaping of education, making self-efficacy and a healthy mind a key measure of a successful education.

The new system would include:

- resilience skills included as part of teacher training so that new teachers are better equipped psychologically to both role model and teach resilience;
- resilience skills are taught as part of the core curriculum to equip the next generation is equipped with the attributes needed for success in the 21st century - mentally agility, emotionally fitness and able to connect with others in a way that is in the best interest of humanity;
- schools' main purpose is to prepare, teach and equip children so they can overcome setbacks, make the most of opportunities and thrive in life; and a
- new narrative: moving 'mental health crisis' to one of empowerment, agency and hope.



Job Description

Philanthropy and Sponsorship Manager

Reporting to: CEO and Founder

Purpose

This post's key purpose is to develop and implement plans to transform the level of operation of the high-value fundraising function, developing new relationships and innovative ideas to generate income and build our profile. Given our growth and the pace of change, the role requires strategic vision but also the ability to work as a hands-on member of the team.

There are particular focus areas that a successful candidate will deliver:

- Develop and implement a strategy for the high-value fundraising functions and achieve a step change in income generation from major donors, legacy trusts and foundations and corporate partnerships income streams.
- Take the lead in making contact with potential corporate supporters, major donors, and funders: spotting opportunities to engage, making full use of all our networks and experience.
- Carry out rigorous monitoring and evaluation of the fundraising programmes to measure financial return on investment and the impact in relation to our strategic aims.

The successful candidate will be key in building a strong pipeline of high-value prospects to help us to deliver our goals. You will play a lead role in developing engaging propositions and engaging new and existing supporters to maximise their income potential.

You will be an excellent relationships manager, who can communicate effectively with senior level stakeholders externally, ensuring excellent standards of cultivation and stewardship.

You will also be able to demonstrate the ability to work as an integrated member of the team. You will be proactive and highly organised, able to manage competing priorities. Most importantly, you will be target driven and commercially minded with a track record of achieving financial objectives.

Main Responsibilities

Strategic planning and transformational change programme

- Develop and drive forward the strategy and operational plans for philanthropy & sponsorship to maximise opportunities and income.
- Ensure there is a robust strategy and plan for the individual areas - major donors, legacy trusts and foundations and corporate partnerships, and special events fundraising.
- Drive forward the development of propositions for high value fundraising – relating to a range of work across the charity.
- Work as an integrated member of the team on plans and KPIs to enable effective proposition development that will drive new levels of funding maximising effective use of information and consistent messaging.
- Research and develop a fundraising policy using industry best practice.
- Ensure that high value fundraising income targets are achieved.
- Keep meticulous records of all approaches and their outcomes and record all relevant information.
- Reflect the values of Bounce Forward in all behaviour and activities.
- Contribute to the broader income generation from trading and grants strategy.

Developing relationships and partnerships

- Lead on cultivating, sustaining processes to grow and maximise Bounce Forward potential donors' and sponsor income.
- Ensure we have a robust and sustainable corporate fundraising programme – including excellent relationship management for current supporters and a pipeline strategy for future corporate support.
- Develop partnerships with legacy and grant making trusts representatives and oversee the preparation of exciting proposals and funding applications to meet funders' needs.
- Design and implement a year-round programme of relationship development, stewardship and cultivation events and opportunities to ensure that donors develop a strong relationship with Bounce Forward.
- Work as an integrated member of the team to develop briefings, compelling proposals and reports to drive growth.
- Ensure processes and systems are set up to capture learning and streamline processes for income generation.
- Stay abreast of fundraising and philanthropic trends, news, events and legislation and compliance regulations.

Person Specification

- In-depth knowledge of professional fundraising, either through experience or qualification.
- An excellent in-depth understanding of corporates, trusts and major donor fundraising best practice as well as the current challenges within the voluntary sector.
- Understanding of new business planning and development processes with the ability to evaluate opportunities, develop at speed and make decisions in uncertain circumstances
- Understanding of charity governance, the legal framework and financial accounting framework.

Experience

- Working experience of operating as a senior professional fundraiser, with evidence of in-depth knowledge either through experience or qualification.
- Working experience of developing and implementing strategies for at least one of the key areas of high-value fundraising.
- Proven experience of undertaking and overseeing prospect research to establish and maintain a strong high-value pipeline.
- Working experience of producing high quality and compelling proposals, reports and correspondence to inspire generous support and major donations.
- Working experience of maintaining and producing written reports.

Skills and competencies

- Well-developed interpersonal skills building on solid professional networking techniques: possessing a self-assured manner, displaying emotional intelligence, credibility and gravitas to build trust quickly in relationships – together with the diplomatic skills to be able to identify and overcome anxieties or perceived conflicts.
- Sophisticated communication skills, verbal and written, ability to engage donors, make a case for support and build rapport easily.
- Excellent numeracy skills including experience of financial planning, budgeting and target-setting and presenting detailed financial information.
- Creative, entrepreneurial energy with the confidence to take risks. Persistent in the face of obstacles and setbacks and optimistic for the future.
- Excellent written and oral communication skills.

Personal and other requirements

- Commitment to our vision, mission and values: passionate, engaging, practical, pioneering, honest, realistic, and willing to pitch in as required.
- commitment to continued learning and development.
- Commitment to health and safety, data protection, equality and diversity and safeguarding compliance and best practice.
- Right to work in the UK at the time of application.
- Willing to take a Disclosure and Barring Service check.

Main terms of employment

Salary: Competitive with bonus package for stretch targets

Tenure: Fixed term contract for 12 months

Location: Home based (in the UK) prepared/able to travel regularly as required

Holidays: 22 days paid holiday + bank holidays

The holiday year runs from October to September

Pension: NEST Pension Scheme

Hours: 37.5 hours per week, flexible working

How to apply

1. Please submit a CV and supporting letter to explain why you have applied for the role, your experience to meet the requirements, and any initial vision you have for the role to recruitment@bounceforward.com
 - a. **Please note** you will not be considered for shortlisting if your letter is generic and does not include the information at point 1.
2. The closing date for submitting applications is Friday 21st January 2022.
3. In the first instance you will be invited to an informal conversation with our CEO, Lucy Bailey.
4. Stage two will be a formal interview.
5. If you are invited to formal interview, you will need to bring an original document to prove your right to work in the UK and evidence of your qualifications.