

TRANSFORM YOUNG LIVES

♥ Job Role:
Corporate Partnerships
Co-Ordinator

♥ 37.5hrs pw

♥ Reporting to Philanthropy
Manager

♥ Salary:
£28K-£32K
dependant on
experience





FREE GYM ACCESS



FREE FRUIT & TOAST



33 DAYS LEAVE PRO RATA
(INCLUSIVE OF BANK HOLS)



TRAINING AND
DEVELOPMENT
OPPORTUNITIES



BIRTHDAY LEAVE



FREE MEMBERSHIP & HOLIDAY
CLUB FOR YOUR CHILDREN*

Lively, fun, 'sick'... these are some of the words our members use to describe Inspire.

Working with young people age 8-19 (25 with additional needs), we transform lives, helping them be the best they can be.

Opening in 2018, we're now 6 years old, and in those 6 years, we haven't stopped learning, and we haven't stopped developing. From a global pandemic to the cost of living crisis, we are there for young people when they need us and adapt to their ever-changing needs.

Open 7 days a week when schools are shut, at our most basic, we provide **somewhere to go, something to do, and someone to talk to.** Our 'see it to believe it' facilities give young people access to a range of activities, opens doors to a world of opportunities, and provides the perfect space to develop new relationships with both peers and positive role models.

Through our doors you'll find; a 3G pitch, gym, sports hall, climbing wall, dance studio, music room and much more.

Inspire isn't just be a place to go, it's a place to grow. And that's as much about young people as it is about our staff team.

There's so many perks to joining our staff team!

Our Culture



Committed



Supported



Ambitious



Present



Inspirational

THE ROLE

The role of the Corporate Partnerships Coordinator will play a crucial role raising funds for Inspire by engaging with corporate supporters and the local business community. Reporting to the Philanthropy Manager, this role involves developing and implementing fundraising strategies, cultivating relationships with potential donors and coordinating fundraising events and stewardship campaigns. You will collaborate with various stakeholders and build long-term partnerships that contribute to the sustainability and growth of Inspire. You will have responsibility for securing significant new corporate partnerships for Inspire Youth Zone with a target of £55,000+ of net income in year through corporate giving.

Being self-motivated and action oriented, you will be able to create and grow your own pool of potential supporters and thrive on 'making the ask'. As an enthusiastic ambassador for Inspire, you'll be able to communicate this in an inspiring and tailored way and be comfortable in seeking and securing donations of £100 to £500 per month, whilst working alongside colleagues in the team to monitor and steward these donations appropriately. This is an office based role.

KEY RESPONSIBILITIES

- Cultivate relationships with corporates, businesses and individuals clearly defining our fundraising needs and raising awareness of Inspire to garner support
- Craft persuasive and motivating pitches and proposals to secure new corporate supporters by producing high-quality proposals and making verbal face-to-face /presentations asks to various audiences.
- Manage a pipeline of potential corporate supporters and devise effective engagement strategies that drive income.
- Increase awareness and support of Inspire by attending events, meetings and networking opportunities
- Take full ownership of the supporter programme, attracting new donors and ensuring both new and existing feel thanked, appreciated and informed
- Manage a pipeline of potential corporate supporters and devise effective engagement strategies that drive income.
- Maintain accurate records of income, expenses, and donor interactions
- Work with the comms team to create compelling fundraising materials
- Utilise social media platforms to enhance reach and spreading the word of Inspire
- Carry out any other tasks reasonably requested by management

THE ESSENTIALS

- Experience in one or more aspects of fundraising or strong transferable skills
- Experience of developing professional relationships
- Experience of gathering, understanding and presenting information and data in a clear, concise way
- Ability to work independently and manage multiple projects simultaneously
- Strongly and persuasive written and verbal communication skills
- Resilient and resourceful with the ability to work proactively and independently
- You must be a focus and organised individual who is result driven, determined and resilient



POSITIVE AND
ENTHUSIASTIC



PUNCTUAL AND
RELIABLE



BELIEF IN YOUNG
PEOPLE



ENHANCED DBS
CLEARANCE



BE A POSITIVE ROLE MODEL
TO YOUNG PEOPLE



20
23

IN NUMBERS



DEALT WITH 333
CAUSE FOR
CONCERNS



OVER 40,000
VISITS FROM
YOUNG PEOPLE



DELIVERED
2,271
SESSIONS



PROVIDED
8,205
FREE MEALS

THE DESIRABLES

- Experience in delivering effective and practical engagement and cultivation strategies for major donors/clients
- Knowledge of fundraising techniques, trends, and best practices
- Familiarity with legal and ethical guidelines for fundraising activities
- Experience of working and achieving in a target driven environment
- An understanding of what motivates people and organisations to give and an ability to tailor communications and 'asks' effectively

THE OTHER STUFF

- To apply, send your **CV and cover letter** to jennifer.taylor@inspireyouthzone.org
- Interviews will be ongoing and applications will close once an offer of employment is made
- This is an office based role and can require you to work unsociable hours

