

Partnerships Manager

Based in London

Application deadline: **Open**

Introduction

3Pillars Project has an exciting opportunity to join our fast-growing team as a Partnerships' Manager.

Our team seeks to have a profound impact on the lives of the young people that we work with. In this role, no two days will be the same. The ideal candidate will be able to manage a broad spectrum of stakeholders and deliver a range of positive outcomes for the charity. An interest and understanding of how sport can be used to engage and inspire young people in the Criminal Justice System is essential. You will be passionate about securing positive long-term outcomes for young people and young adults.

If you are an innovative, proactive, and diligent individual, able to identify, and engage with all our partners and supporters, we want to hear from you. The ideal candidate will assume a leading organisational role. You will need excellent interpersonal skills and judgement, creativity, the ability to engage with a diverse array of stakeholders, as well as very high standard written and analytical skills. Experience of using Salesforce is preferred.

Background

3Pillars uses sport-based mentoring as a gateway to engage young people in prison, and in the community, who are vulnerable to crime. The 3Pillars approach offers long-term support to participants, with the aim of enabling individuals to make a positive contribution to society.

Our Programmes

3Pillars Project delivers three Academies as part of GAMEPLAN:

1. **Rugby Academy** - an in prison eight-week rugby course engaging young men in custody.
2. **Fitness Academy** - community engagement for apprentices, offering in person mentoring and training.
3. **Leadership Academy** - a progressive employment, education, or training (EET) support programme, through which apprentices can learn and develop business and community leadership skills supported by 1-2-1 mentoring.

Further information on our programmes can be found [here](#)



The Position

The new Partnerships Manager will be joining a small and ambitious team. They will need to be a self-starter, happy to work both autonomously and collaboratively and lean into the work required. They will have an exciting opportunity to play a key role in helping to make a significant difference to young people in the criminal justice system. You will create, nurture, and manage relationships that enhance our ability to fund and enable our work. This will include building relationships with partnering organisations and volunteers. You will report directly to the COO and you will have a key role in the organisation's growth and development.

The successful candidate will be innovative, proactive, diligent; and able to identify, engage with and build relationships with a broad spectrum of partners and supporters. The ideal candidate will have excellent interpersonal skills, judgement, creativity, and the ability to engage with a diverse range of stakeholders. Experience of fundraising, client development, marketing or sales would be helpful. A very high standard of written and analytical skills is required in order to take the lead on Monitoring and Evaluation processes and grant funding applications. Roles and responsibilities together with essential and desirable skills are listed below:

Roles and responsibilities:

- Support the CEO and trustees by providing strategic counsel on areas of responsibility.
- Create business development opportunities and develop commercial opportunities.
- Recognise and analyse business flows, trends and knowledge around the business; highlight and propose changes and plan and implement them where necessary.
- Develop fundraising and supporter capability, including developing a portfolio of corporate partnerships.
- Plan and implement PR, Advocacy, Marketing and Events to the point of delivery.
- Coordinate the charity's communications strategy and day to day plan.
- Research, plan and submit fundraising proposals and applications.
- Responsible for identifying and developing a pipeline of prospective high value and potential high value supporters through market and prospect research; high quality proposal and presentation writing
- Instigate and build relationships with companies or major donors with a view to establishing and maintaining fundraising partnerships.
- Lead on the cultivation and stewardship of supporters, including the account management of partnerships with businesses ensuring major donors or companies feel engaged, valued, and are kept informed of progress and key milestones
- Collaborate with government departments and manage broader networks
- Analyse and write monitoring and evaluation reports for funders and wider advocacy efforts.
- Plan 2-3 events per year, leading on the sales strategy, the acquisition of auction prizes and sponsorship. Ensure top quality post event stewardship.
- Attend fundraising and other events representing the charity as required.
- Work to maximise benefit from places purchased at challenge events
- Support, mentor and manage new staff where possible.
- Support the company's core values and principles.
- Act as a representative of the CEO where required.
- Oversee the implementation of projects assigned by the CEO.

**KPIs:**

- Devise and execute a communications strategy. Engage and influence through agreed comms milestones.
- Devise and execute a funding and events strategy. Identifying and applying for £500,000 per year, with expectation of a 60% success rate of £300,00 with a steady annual increase.
- Influence public perception through policy and advocacy activities.

Qualifications and skills:**Essential:**

- Motivated to take personal responsibility for delivery of outputs and outcomes.
- Ideally a minimum of 3 years of experience as a fundraiser, with a proven track record of developing relationships and converting prospects including planning and managing donor journeys.
- Experience in identifying and presenting new prospect opportunities, including the creation of standout and engaging presentations/proposals.
- The ability to show tangible results regarding revenue growth.
- Experience of using CRM systems for fundraising, or directly equivalent
- Ability to work with a range of people and demonstrate effective leadership and management.
- Ability to work in a fast-paced and flexible environment.
- Understand the interpretation of strategy through to everyday implementation and delivery.
- A strong commitment to trust and confidentiality.
- Excellent verbal & written communication skills.
- A passion for supporting young people and people facing adversity
- Ability to build and support long term relationships that provide long term outcomes
- Excellent computer and written skills
- Self-reliant, good problem solver, results oriented
- Entrepreneurial team player who can multitask
- An eagerness to learn, develop and grow

Desirable:

- Degree or equivalent
- A passion for sport and developing relationships through sport
- Experience of network building, liaising with government and political departments
- Experience of generating funds
- Experience of research and programme monitoring & evaluation

Terms and Conditions:

Wage £34,000 - £36,000 depending on experience. (inc.London weighting)

Hours 37.5 per week

Contract Permanent (6 Months Probation)



Location London. Flexible working available but ideally in the office 2/3 days a week plus travelling to delivery sites (prisons and community)

Culture & Benefits:

- Birthday Off (on a non-delivery day)
- Be part of a great team
- Ongoing contribution to our improvement
- Monthly supervision coaching
- Team kit
- Pension (5+5%)
- Laptop provided
- Progression opportunities; including ongoing training and funding for relevant qualifications
- 25 days Holiday plus Bank Holidays

Start Date *Flexible for the right candidate*

Essential *Relevant Experience*

This is an outstanding opportunity for a socially minded, driven professional with a genuine passion for inspiring young people.

To Apply, please send the following to info@3pillarsproject.com, marked "Partnerships_Manager_SURNAME":

- Curriculum Vitae
- Covering Letter, no more than 2 pages long, detailing why you would like and be suitable for the role. (If you feel you need an alternative method of application, please contact us).
- Please specify where you saw the role advertised

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*We actively support the recruitment of and employ people who have been in prison. We will not discriminate on the basis of a criminal record, but given the nature of our work, applicants must be able to work with children, demonstrated by an Enhanced DBS check. Applicants should also be able to gain prison service clearance in order to enter prisons. This may be delayed if the applicant has served a custodial or suspended sentence.