



STREET
LEAGUE

JOB PACK

#MOVINGINTOWORK

streetleague.co.uk

Street League is an equal opportunities employer.

ABOUT STREET LEAGUE

Street League operates in
36 local communities across
England and Scotland.

Street League's **vision** is to
see an end to youth
unemployment in the UK.

We tackle poverty. Using the
power of sport to help **young
people** who need it most **get
into education, training and
jobs**.

Our incredible team of
passionate employees make a
difference to the lives of
young people in the UK's most
disadvantaged communities.
In the past 12 months we
helped **1,241 young people** into
jobs, education and training.

THE NEED

Young people are almost three
times as likely to be
unemployed as all other age
groups combined. We support
the young people who need
our help the most which
means we run our
programmes in the areas with
the highest youth
unemployment rates.

Youth unemployment can
have a long-term impact on
the physical and mental well-
being of a young person with
higher chances of being
welfare-dependent later in
life.

WHERE DO WE WORK?



AYRSHIRE | BIRMINGHAM | DUNBARTONSHIRE
DUNDEE | EDINBURGH | GLASGOW
LANARKSHIRE | LEEDS | LIVERPOOL
LONDON | MANCHESTER | RENFREWSHIRE &
INVERCLYDE | SHEFFIELD | SURREY

HOW DO WE MAKE A DIFFERENCE?

We use the power of sport as a hook to engage young people on our Academy programmes where we teach them vital life and employability skills, and deliver qualifications in well-being, employability, Maths, English, and sport. This award-winning programme enables them to achieve their full potential and move into work, education or training.

Our highly-skilled staff provide one-to-one support to every young person on our Academies, understanding their individual needs and aspirations.

Most young people we support have no prior work experience so we set up work placements, enabling participants to gain valuable experience and put the skills we teach into practice.

We know that getting a job is just part of the journey. Once young people secure a job we go the extra mile, providing six months of in-work support and advice (to them and their employer), thus ensuring a smooth transition into sustained employment.

We're committed to honest, social impact reporting. You can see how we're doing at www.streetleague.co.uk/impact.



Job advert



POST TITLE	- Corporate Partnerships Manager
SALARY	- Band 6
LOCATION	- Hybrid with 2 days per week in London Office

We have an exciting opportunity to join our commercial team as Corporate Partnerships Manager. The role is an integral part of Street League's Fundraising team and will play a key role in our work with corporates, working closely with the Head of Corporate Partnerships and line-managing our Corporate Fundraiser.

The role manages a portfolio of existing corporate organisations, building strong relationships and enabling our partners to see first-hand the difference their support is making. The role is also responsible for any re-applications to continue our funding from existing corporate partnerships.

The role requires passion, determination and talent to ensure that young people living in some of the UK's most disadvantaged communities have a brighter future through secure employment.

You don't need any formal qualifications to do this role; what's important are the skills and experiences you bring

The role is based in our London office with hybrid working offered from day one. Street League is a UK wide charity, so there will be travel to all locations within the UK to support the organisation including overnight stays.

You will be fully competent with Microsoft packages and will have responsibility for the coordination and management of compliance, quality and performance ensuring internal and external contractual requirements are met. As and when required, you will also support our CEO with administration tasks.

Salary: £35,000 - £39,500 plus benefits. Appointment is normally made at the entry salary to the grade.

Work pattern: Monday - Friday, 9am-5pm (36.25 hours per week)

Contract: Permanent

To apply for this role, please contact Sharon Cooper at our recruitment partners Charity People on sharon@charitypeople.co.uk

Job Description



POST TITLE - Corporate Partnerships Manager

RESPONSIBLE TO - Head of Corporate Partnerships

RESPONSIBLE FOR - Corporate Fundraiser

GRADE - Band 6

Role Summary

As an integral member of Street League's Fundraising team, you will play a key role in our work with corporates, working closely with the Head of Corporate Partnerships and line-managing our Corporate Fundraiser. You will manage a portfolio of existing corporate organisations, building strong relationships and enabling our partners to see first-hand the difference their support is making. You will also be responsible for any re-applications to continue our funding from existing corporate partnerships. Your passion, determination and talent will give young people living in some of the UK's most disadvantaged communities a brighter future through secure employment.

Major Duties and Responsibilities:

Management Responsibilities:

Be a key player in the Commercial Fundraising Team in line with Street League's policies and procedures to meet the aims of our current five year Business Plan 2021-2026.

Contribute to the development and improvement of our systems, processes and procedures.

Participate fully in staff supervision, meetings, appraisals and any personal/professional development for yourself and the team.

Ensure the effective management and leadership of employees under your supervision.

Manage and monitor all corporate budgets as assigned - and contribute to budget development.

Promote and implement Street League's Equal Opportunities policy within all aspects of the post.

Assist the Commercial Director (as part of the Senior Management Team) in identifying and managing risk.

Carry out other duties appropriate to the post as requested by Street League, including leading on and contributing to any projects, as appropriately identified by the Head of Corporate.

Role Specific Responsibilities

Corporate Partnership and Stewardship

To take responsibility for the day-to-day management and stewardship of all current corporate partnerships - providing account management of the highest quality alongside the Head of Corporate.

To develop strong relationships built on trust with all corporate partners to maximise all opportunities relating to the partnership, embodying the principles of relationship fundraising and developing stewardship plans so that all corporate partners feel valued, nurtured and engaged to build long-term funding relationships.



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To support on any communication requirements for existing or new Corporate Partnerships for example social media, launch events, website stories, case-studies etc.

To write high-quality quarterly and annual reports for current partners, clearly articulating the charity's work whilst being tailored to meet the needs of different funders. Reports will cover aspects such as Academy performance, case studies, financial information and monitoring & evaluation data and will be submitted within the set deadlines, putting young people's voices at their heart.

To write fluent, detailed and engaging re-applications for funding with existing corporate partners.

To represent Street League at meetings, events and visits with current corporate partners.

To review corporate income and expenditure on a monthly basis, and where relevant, taking action to ensure the partnership income target stays in line with budget.

To track all income and payments schedules for each corporate partner ensuring that all payments are on time and accurate.

To explore all relevant pro-bono opportunities from partners that might benefit the work of the charity.

To help coordinate and where appropriate, meet potential new partners via Academy visits or introductory meeting – alongside the Head of Corporate or Corporate New Business Manager.

To help develop a database of records for each corporate partner alongside other Commercial Team members (using our Microsoft Dynamics CRM).

Collaboration

To build and maintain relationships with staff across the charity, working collaboratively on all stewardship of existing corporate partners.

To be an active and engaged member of the Commercial Fundraising Team, working collaboratively with fundraising colleagues on projects and strategy development.

To work closely with the Finance team on project budgets and managing grant income and expenditure.

To represent corporate interests to all Street League colleagues, ensuring commitment to the delivery of any contractual agreements, project outcomes and specific partner recognition.

Management

To line manage, support and develop our Corporate Fundraiser.

To work alongside the Corporate Fundraiser to ensure all of our employee engagement activities are delivered in a timely, coordinated and highly effective way - whilst always ensuring that all corporate visitors adhere to our Street League Code of Conduct.

Person Specification

Knowledge and Understanding	Skills and Abilities	Experience	Behaviours	Values
<p>Good understanding of corporate social responsibility and the corporate environment.</p> <p>An understanding of young people and the factors that lead to unemployment and social exclusion.</p> <p>A commitment to Street League's organisational objectives.</p>	<p>Good team player with ability to get the best out of colleagues.</p> <p>Strong management, negotiation and influencing skills.</p> <p>Ability to communicate successfully to individuals at all levels from Street League beneficiaries to trustees to senior level Corporate Partners.</p> <p>Excellent time management, forward planning and prioritisation skills, with the ability to work well under pressure and to deadlines especially with event management.</p> <p>Outstanding written and verbal communication skills to liaise with senior staff members within a corporate setting.</p> <p>Computer literate with experience of MS Office and databases for contact management.</p>	<p>Strong networker and be able to clearly show how you have developed relationships with high-level prospects, partners and internal stakeholders.</p> <p>Proven track record of being the lead account manager on significant corporate partnerships.</p> <p>Proven track record of developing excellent relationships with high level corporate funders</p> <p>Proven track record of organising corporate events/activities.</p> <p>Proven ability to work effectively in a team environment with strong interpersonal skills.</p>	<p>Excellent attention to detail</p> <p>Self-motivated</p> <p>Creative and enthusiastic</p> <p>Thrives in a fast-paced environment</p>	<p>We are:</p> <p>Committed</p> <p>We work hard. We are brave, loyal, and resilient.</p> <p>Fun</p> <p>Supports our wellbeing and helps us motivate people.</p> <p>Inclusive</p> <p>We work as a team with compassion and to promote diversity.</p> <p>Passionate</p> <p>About sport and empowering young people.</p> <p>Trustworthy</p> <p>We are responsible, honest, and self-aware.</p>

This job description is current at the date of issue. As and when the work of Street League develops or changes so the areas of responsibility may be subject to change, and the job description reviewed. Such changes would in the first instance be made in consultation with the post holder.

STREET LEAGUE BENEFITS, REWARD AND RECOGNITION PROVISIONS

The information below provides a summary of the benefit, reward and recognition schemes available. Please check your contract of employment, company policies and scheme rules for eligibility and terms and conditions of provisions. Street League reserves the right to withdraw, amend the scheme and change providers as appropriate.

Lifestyle and Protection	Pension Scheme	Eligible employees are automatically enrolled in Street League's Group Stakeholder Pension Plan operated by Scottish Widows within three months from their start date. At present, Street League contributes 4% of gross basic salary and employees are required to make a gross contribution of 4% of gross basic salary (this is equal to a net contribution of 3.2% which is deducted from basic salary, with the remaining 0.8% being made up of tax relief from the government). Staff may elect to pay contributions which are higher and Street League will match gross contributions up to a maximum of 6% of your gross annual salary.
	Critical Illness Cover	Critical Illness cover provides you with a tax-free lump sum payment if you or your children suffer a covered critical illness.
	Employee Assistance Programme	Access to a 24/7 confidential helpline and online information, plus five counselling sessions. LifeWorks provides support on everyday issues covering family, money, health and wellness, work and stress.
	Life Insurance	2 x base salary cover after one year of service with the company. Additional coverage provided for senior staff.
	Leave Entitlement	37 days leave per year (inclusive of public holidays), plus one additional day awarded for each year of service up to a maximum of 3 additional days
	Cash Health Plan	Core level of cover with Simply Health provided for employees with over one year of service. Dependent children may be added at no extra charge. Option to increase level of cover and extend to spouse/partner. Reimbursement of expenses up to annual limits for dental; optical; tests; specialist consultations; complimentary therapies.
	Car Lease Scheme	Access to a car lease scheme with Fleet Evolution through salary sacrifice on completion of probationary period. Includes servicing, tyres, motor insurance and licencing.
	Enhanced Sick absence pay	Company paid sickness absence in accordance with the sickness absence policy and contract of employment after probationary period completed (6, 9 or 12 months)
	Season Ticket Loan	Interest free loan to cover the cost of your season ticket, repaid from your salary payments
	Enhanced Jury Service	Full salary paid during Jury service minus deduction for expenses received from the court
Cycle to work	Purchase of a bicycle and/or safety equipment to get to work, tax free and paid for monthly via salary sacrifice up to the value of £1000.	
Other	Staff Conference	A biennial staff conference to meet staff across the organisation and celebrate success
	Staff Survey	Have your say in the annual anonymous staff survey
	Training & Development	Opportunities to gain skills and receive formal training, participate in working groups (such as curriculum development, quality forums, etc) and undertake CPD.
	International Trips	A limited number of opportunities to participate in international events linked to streetfootballworld