

Partnerships Manager



Who are we?

FBB is one of the leading educational charities and youth brands in the UK. Established in 2014, we have undergone impressive growth in the past couple of years and are now at an exciting stage of our journey.

We support young people who are passionate about football but disengaged at school, in order to help them finish school with the skills and grades to make a successful transition into adulthood. We do this by providing long-term, intensive support, built around relationships and young people's passions, in the classroom and beyond. We are an asset-based organisation with a view that all our support must build from a young person's strengths and passions. We are commissioned by schools to support students who are at risk of exclusion to re-engage with learning and develop positive relationships with peers and adults.

We currently work with 1,500 students who are 12 to 16 years old across 99 school programmes in Greater Manchester, London, Kent and Essex. Alongside this, we have built strong partnerships with a host of reputable brands including Nike, Gillette, the English FA, and Salesforce.

FBB is looking for a talented individual to help manage and grow these partnerships, to drive forward our ambitious plans to become the leading specialist charity for disengaged young people across the UK. We are looking for a Partnerships Manager with relationships management experience who represents the diversity of our local community.

The successful candidate will manage relationships with our existing partners and look to expand our networks further. Though experience of charitable fundraising is helpful, it is by no means essential. We are looking for someone with a track record of building successful long-term relationships, regardless of which sector you have previously worked in.

Partnerships Manager Role

Role Description

Reports to:	Head of Fundraising
Start date:	January 2022
Location:	Manchester / London HQ
Hours:	Full Time
Salary:	£27,775 - £35,000
Deadline:	Friday 10th December 2021

Key Responsibilities:

Main Duties:

- Deliver and grow a portfolio of FBB's corporate partnerships to generate income and engagement.
- Build and maintain new partnership opportunities, using new business tools and processes to maximise long and short-term income generation for the charity.
- Ensure delivery plans, KPIs and agreements are in place for all partnerships.
- Deliver planned partnership activations, communication and reporting in a timely and professional fashion, always aiming to exceed expectations and targets.
- Liaise regularly with relevant internal teams to ensure partnership objectives are achieved e.g. Programmes and Finance Departments.
- Represent FBB at partner meetings, presentations and events.
- Ensure cultivation plans are in place and executed for all partnerships, with the view of extending length, remit and value.
- Provide excellent stewardship to each corporate contact, giving them a first-class experience of FBB.
- Work with colleagues across the organisation to leverage FBB assets and build strong and creative partnership proposals to target CSR teams and Marketing teams.

- Ensure income and activity is recorded according to FBB’s policy and procedures.
- Ensure all partnership activities comply with Fundraising Regulator guidelines, GDPR, VAT and other legal requirements. Contribute to the wider Account Management and Corporate Partnerships strategies, including taking on management of special projects as and when required.

Person Specification:

EXPERIENCE AND KNOWLEDGE	
Essential	Desirable
<ul style="list-style-type: none"> ● Experience building relationships with an extensive network of partners ● A commitment to generating opportunities that improve the lives of young people, including non income-generating benefits such as advocacy, volunteering and networking ● Excellent interpersonal and communication skills ● Commitment to FBB’s Values ● Experience of working to targets ● Effective processes for managing a caseload of donors ● Written competencies 	<ul style="list-style-type: none"> ● Knowledge of professional fundraising (Major Gifts, Legacy Giving and Community Fundraising) ● An interest in football ● Experience with a CRM and/or data to effectively manage donors (especially Salesforce)

Recruitment process

FBB is committed to adopting a safe recruitment process and follows the NSPCC safer recruitment procedures that have safeguarding at their heart and aim to discourage unsuitable applicants.

The successful applicant will be expected to comply with all of FBB policies, in particular:

- Equality and Diversity
- Health and Safety
- Safeguarding

Disclosure

The appointment is subject to an enhanced DBS check.

Shortlisting, interviews and reference checking

Only those applicants who meet the right criteria will be taken through to the interview stage.

Shortlisted candidates will be interviewed. References from the previous and current employer may be taken up for shortlisted candidates. Please let us know about the sensitivity of taking up references prior to an interview.

To apply:

Deadline for the receipt of written applications is 5pm on 10th December.

Please submit a written application form of no more than 2 sides of A4 in minimum 11 point font on the following 3 areas:

1. Why are you passionate about supporting young people to achieve their goals both at school and in wider life?
2. Why do you want to do this job and work for FBB?
3. How do your skills and experience relate to the role advertised?

Application Timeline

Deadline for applications: 5pm on Friday 10th December. Candidates will be informed about interview dates following their application.

Start date: w/c 6th January 

Please also submit a CV that includes:

- Personal details including current address, contact details and N.I number.
- Education and Training history including details of all qualifications.
- Details of 2 referees, including your current employer.
- A description of your employment history, including reasons for leaving a post and explanations for any employment gaps.

If you have any questions about the role, please contact Timi Akinyemi on timi@footballbeyondborders.org

Please submit the application and CV to timi@footballbeyondborders.org

Principles of our FBB Schools programme:

Our FBB Schools programme exists to transform the behaviour for learning and attitude to learning of students who love football but are disengaged at school. Our work builds on the strengths and potential of our young people through putting their passion for football at the heart of their learning.

Our programme is built on the following four theoretical foundations:

- Attachment Theory
- Adolescent Neuroscience
- Developmental Trauma
- Humanistic Therapy

This is a three year, weekly intervention delivered in partnership with primary and secondary schools across London. The programme is targeted at Key Stage 3 students who are disengaged at school and come from economically disadvantaged backgrounds. We know from the evidence that Key Stage 3 is the crucial time to work with disengaged boys and girls in order to prevent them from being excluded.

We believe real change can only be sustained through an embedded and holistic approach to our young people's development. We work to become deeply embedded in the lives of our participants and in the communities we are based in. We do this through

working with our participants both in their schools and through our community based evening and holiday programmes. This integrated approach is supported through intensive parental and teacher engagement achieved through parents' evenings, teacher showcases and weekly text and phone updates.

Key aspects of the FBB Schools programme:

There are four parts to our FBB Schools programme:

1. **Classroom:** Our football-themed curriculum aims to tap into young people's passions to create transformative learning experiences and develop key social and emotional competencies. We deliver project based classroom learning sessions often with external partners such as Nike, Gillette and the FA, and these complete with a public showcase at the end of each project. We see this as a key part in young people developing a more positive attitude towards learning.
2. **Pitch:** We provide a constraints led, game-based football coaching curriculum. Our students learn to overcome challenges, learn from mistakes and support their team mates, improving their social and emotional competencies. We believe that the football pitch is a safe space where young people can experience, reflect on and learn from both positive and negative emotions.
3. **Trips:** We reward participants with visits and end of year tours built around exciting events involving inspiring people from the world of football and media. Our students broaden their horizons and develop positive habits.
4. **Interventions:** Weekly 'Football Therapy' one to one session with a BACP qualified counsellor to provide a safe space for our most At Risk students to work through the traumatic experiences which may be contributing to their challenging behaviour.