

SENIOR GRANTS MANAGER



**ARE YOU A NATURAL
RELATIONSHIP BUILDER WHO
CAN MANAGE AND GROW A
PORTFOLIO OF INCOME?**

**DO YOU HAVE EXPERIENCE OF
WORKING WITH TRUSTS &
FOUNDATIONS?**

**ARE YOU COMMITTED TO
CHANGING THE LIVES OF
YOUNG PEOPLE?**

CONTACT FOR ENQUIRIES

**MATT PYWOWAR
HEAD OF FUNDRAISING
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07549031273**

**LONDON OR
MANCHESTER**

ROLE DESCRIPTION

Title:	Senior Grants Manager
Reports to:	Head of Fundraising
Start date:	Sept - Oct 2022 (depending on availability)
Location:	London or Manchester
Hours:	Full Time
Salary:	£35,000 - £40,170 (experience depending)
Deadline:	Friday 26th August 2022

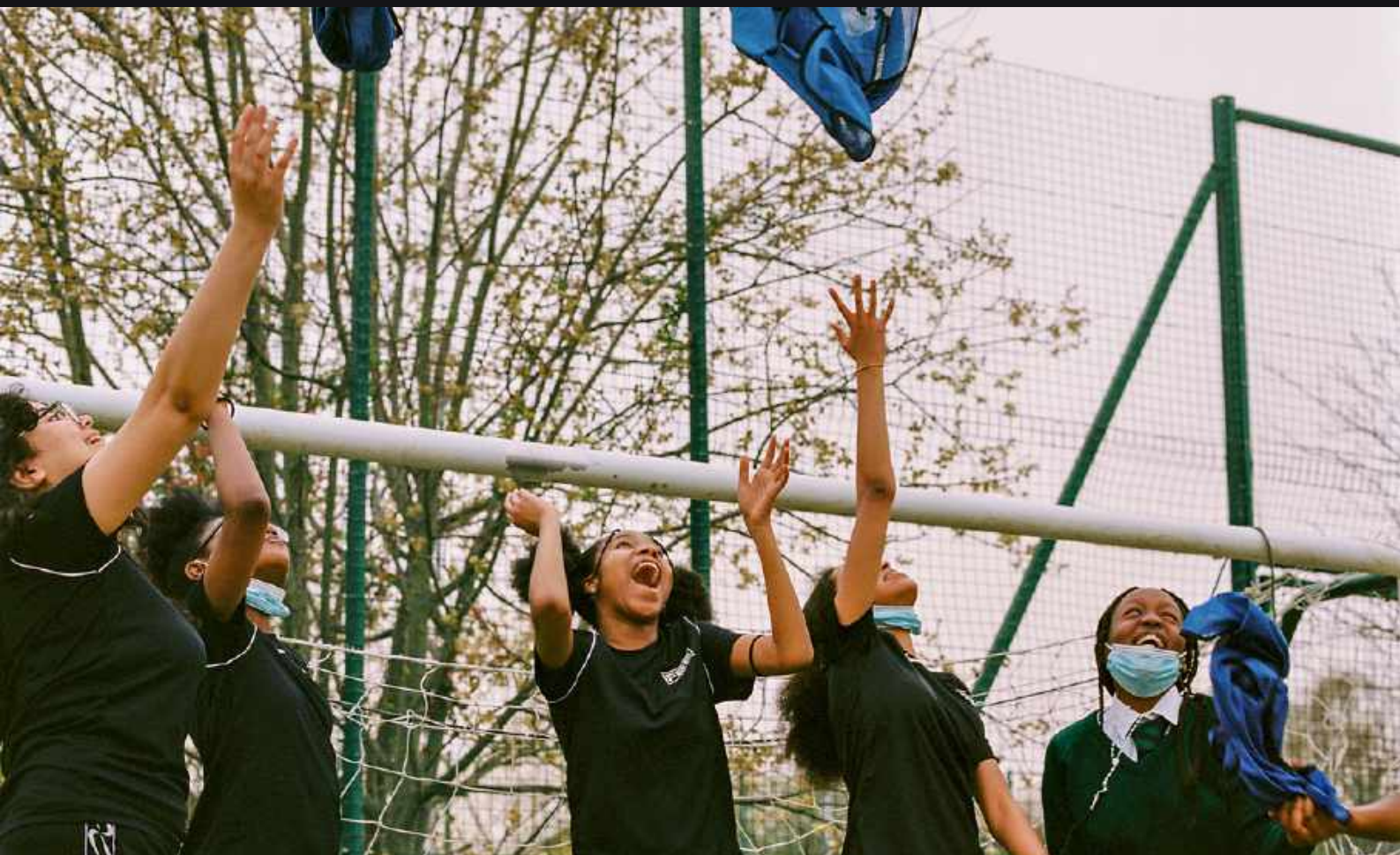


ROLE DESCRIPTION

We are looking for a passionate individual to lead on FBB's grants and foundation fundraising. These donors play a crucial role in supporting, and helping to grow our programme.

You will be highly motivated, with high standards for yourself and others. We're seeking someone caring, ambitious and keen to learn who loves working with young people. You will have a passion for building strong relationships, experience working with trusts and foundations, and a proven commitment to really make a difference to young people's lives.

Before you skim the job description, please remember you don't have to tick all the boxes for the role to apply. We all experience a bit of imposter syndrome, including the staff here at Football Beyond Borders. If this role pulls you and you believe you could make a difference then apply anyway or reach out to us to discuss more!



WHO WE ARE

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 currently work with 1,500 students across 92 Secondary School programmes in Greater Manchester, Liverpool, Lancashire, Yorkshire, London, Kent and Essex. We are expanding to the West Midlands in 2022. Alongside this, we have built strong partnerships with a host of brands such as Nike and created innovative and exciting content of young people. In the next stage of our journey FBB aims to become the leading specialist charity for disengaged young people, the best place to work with young people in the UK and a leading youth brand.

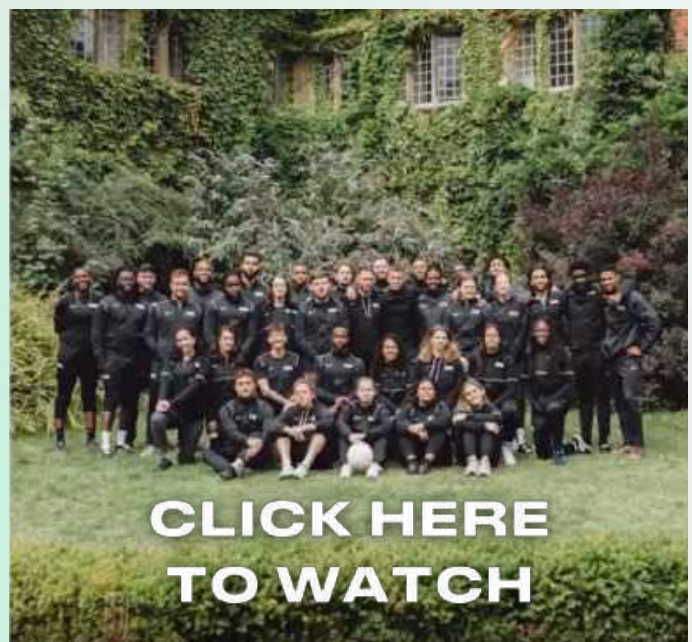
Young people are at the heart of everything we do. From decisions made at Senior Leadership and our Board, to how we design activations with partners to ensure young people get the most out of them. We're working in a system that has been designed to limit the potential of many young people, and we know that to make real change, we need to work hard and differently. FBB can be fast-paced and intensive at times, but our focus on working culture and support is prioritised to ensure staff are in a position to 'Go Beyond' for young people.

We place relationships at the heart of what we do. That's not only about our work with young people, but equally important with our colleagues. We strive to do things differently at FBB. We don't believe that work should be the thing you dread on a Sunday evening. If you're keen to throw yourself into new environments and develop meaningful relationships with people from all walks of life, then FBB is the workplace for you.

We're also BIG on learning. As a young and ambitious team, we are constantly finding the next opportunities to develop. We like to throw our hat in the ring for things we've never tried before.

FBB is a place where you can be introduced to multiple different aspects of work: our focus on cross-team collaboration means you'll have the opportunity to work on projects in Delivery, Operations, Culture and Programmes. We also don't mind the conventional stuff: there's an FBB reading list, opportunities for reflection and external training budgets too!

FBB is recognised in the sector as innovative and thought-leading. We are always on the hunt for talented and ambitious people to join the team and contribute to our vision of supporting young people to thrive and become the best versions of themselves.



YOUR DEVELOPMENT

At FBB, we understand the importance of providing progression, development opportunities, and continued learning.

As part of this role, you will have significant opportunities to develop your skillset, with access to a learning and development budget, as well as mentoring from other team members and external partners. This is a brilliant opportunity to build your professional skills and network within the sector.

FBB is an ambitious charity with plans for continued growth over the coming years, with the fundraising team being a focus. There will be opportunities to take on additional responsibility, work across new regions, and shape our External Relations Team.



YOUR PERKS

Due to our corporate partnerships and focus on working culture, FBB has a variety of perks alongside the job, including:

- A significant Learning & Development Budget for training opportunities and qualifications
- Access to exclusive events and merch through our partnerships with Nike and others
- Generous annual leave policy with 26 days, as well as Bank Holidays and Christmas - New Year office closure
- Health Assured Package - a host of services to support staff that is free to access
- Staff away days and regular team bonding days
- Working for a recognised and respected name in the sector which acts as a springboard to future roles



YOUR DAY TO DAY



KEY RESPONSIBILITIES

- Develop meaningful relationships with colleagues which help make FBB one of the best places in the UK to work with young people.
- Managing relationships with key funders, developing the trusts and foundations pipeline to support FBB as we scale nationally.
- Contribute to the overall success of the FBB fundraising team, a team which already works alongside some of the country's leading grant funders and household name brands.
- Research and write applications to large trusts to secure income
- Maintain accurate Salesforce records and take pride in efficient processes and systems which help cultivate a collaborative fundraising culture.
- Collaborate with FBB's Fundraising and Development committee, our network of supporters and our staff team to identify fundraising opportunities.
- Playing a coordinating role with internal stakeholders including our Finance, Programmes and Brand team to produce and review the required materials to satisfy grant and funding requirements
- Devising, developing and implementing a programme to meet and exceed income targets from Trusts and Foundations
- Focusing on medium to large trusts and foundations and being able to maintain that relationship for long term partnerships

YOUR TEAM



As the Senior Grants Manager at FBB, you'll be based in the Fundraising Team, which sits in the External Relations Department, alongside FBB's Brand Team.

As part of this role, collaboration with other teams will be vital. In particular, you'll work closely with colleagues in the Programmes and Finance Departments.

YOUR EXPERIENCE

IMPORTANT THINGS ABOUT YOU...

- Experience of working in a grant management or project management role for a charity, NGO, private or public entity
- Experience of reporting to private foundations including trusts
- Experience drafting proposals and securing funding from foundations and other funding institutions
- Experience and knowledge of budgeting, and organisational (e.g. not for profit/charity) finances
- Experience of applying for five and six figure grants from trusts, foundations and Big Lottery or statutory funders
- Ability to create accurate project budgets
- Strong research skills and the ability to effectively identify trust, foundations and statutory funders
- Ability to be a strong team player and work collaboratively with colleagues at all levels
- Experience working with trusts and writing compelling applications
- To be able to plan and prioritise varied workload and achieving all deadlines

AND ALSO CONSIDER APPLYING IF ANY OF THE FOLLOWING APPLY TO YOU...

- You have an interest in football
- A passion for working with young people
- A commitment to generating opportunities that improve the lives of young people
- Excellent interpersonal and communication skills

RECRUITMENT PROCESS



Football Beyond Borders aims to be representative of the community we are working with. We recognise that having the strongest workforce possible means hiring and developing the best people across all races, ethnicities, religions, age groups, sexual orientations, gender identities and abilities.

We're not just committed to being an equal opportunity employer, we actively celebrate diversity in all its forms. Let us know if we can do anything to make the application or interview process more accessible. If you are invited to interview, we will at that point ask you for any accessibility requirements or preferences.

FBB is committed to adopting a safe recruitment process and follows the NSPCC safer recruitment procedures that have safeguarding at their heart. The appointment will undergo an enhanced DBS check.

Shortlisting, interviews and reference checking

All applications will be taken seriously and contacted regarding the outcome of their application.

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.

YOUR APPLICATION

Deadline for the receipt of applications is 5pm on Friday 26th August.

TO APPLY:

1) Your CV that should include:

- Personal details including contact details and N.I number
- Education and training history
- Details of 2 referees including your current employer if applicable
- A description of your employment history

2) A written application on the following 3 areas (no more than 1 side of A4 in minimum 11 point font):

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?

If you have any questions about the role, please contact Matt Pywowar on mpywowar@footballbeyondborders.org

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



PRINCIPLES OF THE MODEL

We exist 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

FBB works with young people for four years, through weekly interventions and holiday programmes delivered in partnership with secondary schools across London and the North West. 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 young people 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. Our integrated approach is supported through intensive parental and teacher engagement achieved through parents' evenings, teacher showcases and weekly text and phone updates.



PRINCIPLES OF THE MODEL



SEL Curriculum:

Our expert social and emotional learning curriculum takes place in the classroom and on the football pitch. We explicitly teach social and emotional skills through passion-led modules which tap into young people's interests. We create transformational learning experiences through our partnerships with 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. We use reflective questioning on the football pitch to develop the social and emotional skill in focus.

1-1 Therapeutic Interventions:

Weekly 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.

In-school support:

We work alongside the school's pastoral team to provide in school day behaviour and social emotional support. We conduct classroom observations, informal 1-1s, restorative meetings, reintegration meetings, target-setting parental engagement and much more.

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.

THANK YOU FOR YOUR INTEREST



WE LOOK FORWARD TO HEARING FROM YOU