

Job Specification:**Corporate Partnerships Manager - New business**

Term: Specified purpose contract up to 12 months

# Working Week: Flexible working week available (30hours)

Reporting Line: **Commercial Director**

**Base:** Hybrid options available with travel to Dublin as required

ISPCC is here for all children, and we want every child to know that. Childline is available at any time, 24/7. We are always on, always here, whenever a child needs to get in touch, and however they find that safest and easiest.

Growing up is hard for today’s children, and more complicated than it was for us. We like to imagine childhood as precious and carefree and want it to be so for the children around us. But if we remember our own, we know growing up is difficult and sometimes painful. Most children at some point experience feelings of being lost and alone, confused, misunderstood and not fitting in, anxious and overwhelmed. Some children face very challenging situations, and extreme adversity, even violence, abuse and trauma. Many others experience distress from day-to-day worries, whether bullying, school, relationships or trouble at home.

We are there for children, to listen unconditionally and without judgement. We support and encourage them and help them find the strength to deal with whatever they have to cope with.

* **The Childline Listening Service** is the largest 24-hour helpline available to children in Ireland, whether by phone, text or online. Whenever a child needs to turn to someone, we are there for them.
* We offer a **Parental Support Line** to offer support and advice about children whose wellbeing they might be concerned about. Families also need support with issues at home that have an impact on children, and we help parents with those too.
* We offer a range of **one-to-one therapeutic services through our Childline Therapeutic Support Services,** for children who need more in-depth support, whether by phone, online or face-to-face, when they face too long a wait to access health services, and a GP refers them for urgent help.

We offer **Digital Guided Self Care programmes** that children and parents can access to help them manage anxiety, providing information and guidance based on cognitive behavioural therapy and mindfulness. We work with schoolteachers, through our **Smart Moves programme**, to build children’s resilience to manage the transition to secondary school, and to talk about their feelings; and in schools, clubs and community groups, our **Shield programme** helps children deal with bullying.

We develop policy and advocate for online safety and more available mental health services for children, working with government and local authorities that already refer children to our services. We are developing our digital services to be more accessible to children and their families, available when and how they choose to engage with them.

**ISPCC has been there for children for over 130 years and has provided the Childline Listening Service for over 30, supporting hundreds of thousands of children when they needed that support.**

**Core Purpose of the Role**

This **Corporate Partnerships Manager- New business** presents an exciting opportunity for a highly driven and proactive individual to join the team. The successful candidate will work closely with the Commercial Director and CEO to support the delivery of ambitious plans to grow corporate fundraising income from new and existing relationships through donations, sponsorship and partnerships.

The successful candidate will be confident and capable of working on their own initiative and working towards set fundraising targets.

# Role Specification

* Develop and implement a plan to maximize income from corporates in the short, medium, and long term for ISPCCs work and in line with the Strategic Plan.
* Specific focus on maximizing long term partnerships to ensure increase of revenue
* Develop a pipeline of prospects and new contacts through cold calling, networking, and leveraging the existing and wider ISPCC network.
* Maintain a consistent level of face-to-face meetings with new prospects.
* Prepare and write creative and accurate fundraising proposals and deliver compelling pitch presentations.
* Work closely with services to identify potential opportunities to engage corporate donors and match appropriately.
* Work with colleagues to create, plan and deliver an annual suite of exciting engagement opportunities for corporate partners.
* Act as an ambassador for the organisation and attend key corporate networking events.
* Maintain accurate records of all previous and prospective corporate supporters, including ensuring the timely updating of all records on the Raisers Edge system in accordance with Fundraising guidelines.
* To ensure that all work undertaken adheres to best practice, ISPCC Cash Handling Procedures and any other relevant procedures
* Work closely with the overall fundraising team and contribute to the achievement of the overall fundraising strategy.
* Attend fundraising and other events as required, potentially in a wide range of locations requiring travel. This may involve some weekend and evening work.

*The following job specification is not intended to be a comprehensive list of all duties involved and consequently, the role may be required to perform other duties as appropriate to the post which may be assigned from time to time.*

**Essential Requirements**

* A third level degree in, Commerce, business or marketing subject is essential.
* Proven track record of successfully managing and delivering on sales/ corporate partnerships and exceeding partnership objectives.
* Five years’ corporate fundraising experience in the charity sector.
* Proven track record of exceeding financial targets through proactive partnership development and financial planning skills
* Experience of Raisers Edge or another CRM database.
* Good knowledge of fundraising best practice and an understanding of the principles of Corporate Social Responsibility.