

Wales Fundraising Manager February 2021

Sported
Job Information
Pack



Note from our CEO

Thank you for expressing an interest in this important and exciting role.

It has never been a harder time to be a young person growing up in the UK. One in four children live in poverty; recorded knife crime has more than doubled in the past 5 years, 80% of young people note their mental health has worsened in recent months and youth unemployment is at an all-time high. With youth provision reduced by over 40% since 2015, an already challenging future has been exacerbated by Covid-19 which has disproportionately affected the most disadvantaged and widened inequalities.

Amidst the gloom, thousands of community sports groups operate, not to create the next sporting superstar but to remove barriers from young people's lives to allow them to thrive against the odds. We are the UK's largest network of community sports groups and we exist to provide our groups with the skills and funding needed so they can become sustainable and deliver their services to those most in need.

If successful, you'll be joining a remarkable Sported team of 40 people with backgrounds and specialisms ranging from social/youth work and business development to sport development and econometrics. The delivery team are local to their members and reside across the UK. We also have a central office in Borough, London.

Even more capacity is provided by our skilled, knowledgeable and passionate volunteers, who now number more than 300, and who work with the leaders of our member groups – most of them also volunteers – to build the effectiveness and sustainability of their organisations, so that they can do what they do best: positively influence and change the lives of young people.

For more information about Sported; our services and our impact, please see www.sported.org.uk

Whether or not you apply for this role, and whether you are successful or not, I'm grateful to you for considering bringing your skills and energy to Sported and our wonderful members.

Yours faithfully,



Nicola Walker
Sported CEO



Sported staff benefits

Up to five days
paid study leave
for
self-funded
education/training

At Sported, the wellbeing of our staff is paramount, we are proud to offer benefits to promote a happy and healthy team

Volunteer Days – two additional days of paid leave each year to volunteer for another charity or indeed our Sported members

Flexible working arrangements, including working from home and flexibility around caring responsibilities

A confidential counselling service is available to all employees free of charge

Annual leave entitlement of 25 days, in addition to public holidays (pro-rata for part-time colleagues)

Access to a **Pension Scheme** to give you peace of mind

Virtual Diversity & Inclusion ‘Open Space’ every fortnight where the team support each other and educate on issues such as racism

A Sported **‘Culture Club’** made up of six members of staff, who come together to discuss Sported staff culture, issues and promote innovation

Cycle to Work Scheme available to support our commitment to promoting healthy living

Discounted offer for a **12-month Tastecard+ membership** for £29.99 (RRP £79.99), giving you access to an array of discounts across food, shopping and entertainment.

Daily Exercise is actively encouraged at Sported, including ‘run club’ and other activities for those based in local teams.

Personal growth is a key component to the success of our organisation, at Sported we invest in learning and development opportunities

‘Learning Lunch’, a timetable of **in-house virtual training sessions** where staff learn from each other on a variety of subjects related to our work



Role overview and responsibilities

Role overview

The **Wales Fundraising Manager** will work closely with the Wales National Manager to secure **Sported's future in Wales**. The role will develop a **broader, more diverse income** portfolio and funding which fully supports our activity in the Nation.

The successful candidate will need to **hit the ground running**, generating a target income of £200k in year 1 and **securing multi year relationships** with funders across the spectrum of trusts, foundations, lottery and corporate partnerships.

Whilst the **main focus of the role** is to generate **direct income for Sported** (75% of time), the role will also focus on **generating revenue for our network** of groups (25% of time), securing funding for distribution via grants into the Wales Sported network, **building capacity and capability** to more readily access funding.

Job title:	Wales Fundraising Manager
Reporting into:	Wales National Manager
Hours:	37.5 hours (Full-time)
Contract:	Initial 12 months fixed-term contract (with ambition to extend)
Salary:	£33,000 to £36,000 FTE
Location:	Home based
Annual Leave:	25 days (pro-rata) in addition to statutory bank holidays

Internal relationships:

- Wales Manager
- Wales Development Officers (North and South Wales)
- Evidence and Learning Team
- Deputy CEO
- Trusts and Statutory Fundraiser
- Corporate Fundraising Manager
- Marketing Team

External relationships:

- Sported Members
- Sported Volunteers
- Sported Partners (including Sports Councils, NGBs)
- Trusts & Foundations
- Corporates
- Other Funders

Role responsibilities

- **Develop a fundraising strategy** specific to Wales
- Create a pipeline of **prospects and engagement** plan
- Apply to **Trusts, Foundations and Lottery** for multi-year partnerships
- Support the Wales National Manager to **secure new partnerships with Corporates and** within the **Welsh Sport, Youth and Community Sector**
- Develop **compelling proposals** which reflect the needs and the impact of our members on communities
- **Raise public and sector awareness of Sported in Wales** following targeted marketing and branding, networking, and collaborations in conjunction with our Marketing Team
- **Work with our insight team** to **consult with groups and their young people** as they move through and beyond Covid
- **Increase the capacity of our volunteer workforce** by providing training in fundraising, **creating a bespoke fundraising toolkit**, and improving information-sharing between our volunteers
- Support our groups to access funding by **providing skills-development, fund-specific webinars** and **'meet-the-funder'** sessions
- Keep abreast of the Wales fundraising landscape, **spotting opportunities, emerging trends** and **aligning with Sported assets and priorities**
- **Create new grant opportunities** for our network to access grant funding through collaborations with trusts, foundations, corporates and statutory bodies
- Play an active role **linking with Sported's fundraising team**, working closely with Trusts & Foundations Manager and Corporate Fundraising Manager to ensure join up around specific areas of fundraising focus
- **Manage Sported's records for Wales specific fundraising** and partnership activity, **produce regular reports and analysis** of progress
- **Raise awareness of Sported in Wales**

Person specification

Knowledge and experience

Essential experience:

- A **thorough understanding** of the fundraising landscape in Wales
- At least **5 years** working in a **fundraising role**
- A track record of **bid writing, securing** significant funding bids through **trusts, foundations and lottery sources in Wales**
- A track record of **corporate fundraising, securing new business** and **expanding existing relationships** in Wales
- Significant experience of **creating pitches** and **presenting to corporates** and other prospective funders in Wales
- Experience of **working closely with senior staff and stakeholders** to prepare for key approaches and meetings
- Experience of working with **external networks** that **directly support the resourcing of community groups in Wales** (e.g. Wales Funders Forum)
- Clear **understanding** of the **relative challenges and opportunities** of various forms of fundraising in Wales
- Experience of **leveraging partner relationships** to provide a wide variety of additional benefits

Desirable experience:

- Good understanding of the **sport, youth and community sectors in Wales**
- Experience of **working in a membership/network** organisation
- Experience of **working remotely** and **liaising with centralised functions.**

Skills and attributes

Essential experience:

- **Highly motivated and self-driven** with an ability to **prioritise** own workload
- Excellent **communication skills**, both written and verbal – particularly with new contacts
- Strong **influencing** and **advocacy** skills
- Excellent **attention to detail**
- Strong **interpersonal** and **relationship management** skills

Personal qualities:

- **Passion for helping young people** to overcome barriers to **reach their full potential**



Recruitment timetable

Closing date for applications:	Monday 19 th April at 9am
Notify successful applicants:	Thursday 22 nd April
Interviews:	w/c Monday 26 th April
Role commences:	May 2021

To apply for this role please complete the application form and send it to recruitment@sported.org.uk

Please note: Only successful applicants invited to interview will be contacted. Please assume therefore that if you have not heard from us by 26th April, you have not been successful for interview.

If you have any questions about the role please contact Richard Thomas, Wales National Manager
r.thomas@sported.org.uk