



**START
SOMETHING**

YOUR NEW ROLE AT THE TRUST

JOB TITLE:	Senior Business Development Manager	PAY BAND:
FUNCTION:	Fundraising	Support Delivering
THE TEAM:	The Business Development Team sits within the wider Partnerships Fundraising Team and is responsible for developing new multi-faceted and long-term corporate partnerships that enable The Trust to achieve its goal to transform young lives.	Specialist/Managerial Technical Lead/Function Head Senior Leadership Team

WHERE YOU WILL FIT

CEO	Director of Fundraising	Director of Partnerships	Senior Head of Business Development	Head of Business Development	Senior Business Development Manager	Business Development Manager	Business Development Executive
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HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

The Business Development team seeks to secure sustainable and high value corporate partnerships, raising vital funding so that we can continue to run our programmes to support young people to live, learn and earn. We develop bespoke programme activity with our partners to upskill young people, build their confidence and connect them to positive outcomes. We also manage Volunteer Leadership Groups who strategically improve our operations so that we are an effective and impactful organisation.

WHAT WILL YOU DO?

- Secure six figure strategic partnerships from multiple sectors, primarily retail, consumer/FMCG, leisure and hospitality.
- Maintain a new business pipeline, created through data-led decision making.
- Successfully develop presentations and proposals that inspire new transformative partnerships.
- Develop strong relationships with our fantastic network of senior volunteers and cultivate their business connections.
- Network internally to ensure you are up to date with our varied programme activity and key priorities to better create transformative partnerships.
- Encourage engagement with our work through effective cultivation plans, utilising our existing campaigns and events, and co-ordinating and delivering bespoke cultivation activity.
- Produce financial forecasting reports and manage pipeline health-checks monthly to ensure comprehensive analysis of new business activity.
- Maintain accurate forecast and action records on Raisers Edge in accordance with the Data Protection Regulations.
- When required manage, guide and support less experienced colleagues.



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THE SKILLS YOU'LL BRING

All the roles at The Trust are key to our success and there are certain skills we need to be successful. And while we will shortlist the most qualified people for the role, we ask everyone for a supporting statement. If you think you could do the role, but don't have all the desirable experience, we would still love to see an application from you.

WE REALLY NEED YOU TO HAVE THESE

Skills & Knowledge	Why do we need this?
Excellent presentation skills.	To successfully pitch for new business.
Great attention to detail.	For accurate proposal writing, proof-reading and data input.
Brilliant communication skills.	To confidently communicate on the phone, in person and in writing.
Ability to adapt communication style according to the audience.	You'll be required to build relationships with a mixture of people including senior volunteers and young people.
Good understanding of the charity sector and corporate partnerships.	It's important that this person can use their corporate fundraising expertise to independently secure new partnerships.
Experience	Why do we need this?
Highly motivated self-starter with demonstrable experience in a relevant sales, marketing or fundraising role.	A successful Business Development Fundraiser requires resilience, enthusiasm, and determination.
Winning multi-faceted, multi-year partnerships of £100k pa + in value.	Evidencing that you can independently secure significant new partnerships.
Managing a portfolio of prospects in a target-driven environment.	We'll need this person to be able to prioritise and successfully manage as many as 30 prospects at any given time.
Effectively using a database to accurately forecast and record actions.	We are looking for a true data champion to keep our records accurate and up to date.
Building strong relationships with people.	This role will cultivate relationships with a wide range of colleagues, prospects and volunteers.

WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Good understanding of marketing and communications.	There will be lots of opportunities to pitch sponsorship and commercial campaigns.
Experience of fundraising database Raiser's Edge.	Prince Trust uses Raiser's Edge to forecast and keep records of communications with prospects.
Skills & Knowledge	Why do we need this?
Professional fundraising or marketing qualification.	Evidence of commitment to relevant professional development.
An understanding of effective brand marketing, commercial/FMCG partnerships and customer engagement.	There is the opportunity to grow commercial activity
The ability to identify and match the relevant elements of The Prince's Trusts offer to meet a company's needs.	Crucial to developing strategic partnerships.
Knowledge of the retail, consumer/FMCG, leisure, and hospitality sectors.	Will be beneficial to securing partnerships in these sectors.

WHAT DO WE EXPECT FROM YOU?

OUR VALUES

Our values are at the heart of everything we do – they articulate who we are and how we work together to achieve our aims to help young people.



We're committed to equality, diversity, and inclusion. We want to be an organisation that's representative of the communities we serve, which is why we strive for diversity of age, gender identity, sexual orientation, physical or mental ability, ethnicity, and perspective. More importantly, creating an environment where everyone, from any background, can be themselves and do the best work of their lives is the right thing to do.

We're a Stonewall Diversity Champion and we are Disability Confident employer. Our staff, volunteers and young people are supported by PT CAN (our Cultural Awareness Network), PT GEN (Gender Equality Network), PT DAWN (Disability & Wellbeing Network) and Pulse (LGBT Network). For more information, [click here](#).

OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works in at a specialist/managerial level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
<p>You inspire others through passion for what we do</p> <p>You keep young people and our end goal in mind</p> <p>You build trust in others through reliability and holding self-accountable for success</p> <p>Resilient in the face of challenges, not taking constructive criticism personally</p> <p>You're authentic and bring unique talents to work, encouraging others to do the same</p> <p>You role model integrity and act according to our Values</p>	<p>You champion change initiatives and help others see the benefits and opportunities</p> <p>You take an entrepreneurial approach to improving how we do things</p> <p>You seek opportunities to enhance own development and build expertise</p> <p>You role model a positive and constructive approach to giving & receiving feedback</p> <p>You support others in adapting to change</p>	<p>You're approachable, clear, and assertive</p> <p>You cascade important and relevant information to others clearly and swiftly</p> <p>You treat people as individuals, tailoring communication and influencing style accordingly</p> <p>You communicate difficult messages and challenge others' thinking effectively</p> <p>You listen to and empathises with others to understand the root of situations before responding</p>	<p>You role model effective and mutually supportive teamwork with colleagues</p> <p>You manage the expectations of others, gaining buy-in where required</p> <p>You share knowledge and information</p> <p>You build and invest in relationships across The Trust</p> <p>You use awareness of how your own team fits within the wider organisation to find solutions</p>	<p>You translate The Trust's long-term vision and strategy into actionable plans & targets</p> <p>You take responsibility for making and implementing logical, data-based decisions</p> <p>You're flexible and responsive as priorities and requirements change</p> <p>You seek solutions and solve problems, empowering others to do the same</p>

THE WELFARE OF OUR YOUNG PEOPLE

The Prince's Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. As part of this commitment, we undertake basic disclosure checks in accordance with the Codes of Practice for all roles within the Trust, and for our roles working directly with young people, at an enhanced level. Having a criminal record will not automatically exclude applicants.