

Could you help young sports people to reach their personal best?

Then come and join a small team of doers, who have banned red tape, silos and politics to work for a really uplifting cause. At SportsAid we exist to encourage, enable and empower the next generation of athletes to achieve their ambitions in sport and life. Since 1976, we have been side-by-side with Britain's greatest emerging sporting talent, from Mo Farah to Jessica Ennis-Hill, to Ade Adepitan, Paula Radcliffe and so many others, to give them vital support before they became Olympic and Paralympic stars.

We are looking to appoint a Corporate New Business Manager to develop new partnerships with brands and companies that are passionate about sport and young people.

We are already working with a number of committed corporate partners, from Aldi to Royal Bank of Canada, from Starling Bank to Strava, that provide financial support, expertise and opportunities to over 1,000 of Britain's brightest sporting talents. But we know we could do a lot more. And that's where you come in!



You will play a crucial role in helping drive the sustainability, value and breadth of our partnerships by implementing and contributing to the corporate partnerships' strategy and income target. You will be specifically responsible for all corporate new business activities including:

- Proactively identifying and qualifying six-figure partnership opportunities
- Leading with the design of partnerships to ensure that expectations from both parties are met
- Developing and implementing tailored cultivation plans for top prospects
- Producing high quality, creative, bespoke compelling proposals and pitches
- Monitoring, analysing and reviewing information on industry trends, innovations and developments

Does this sound like you?

- Brimming with innovative ideas and creative ways to win new business and spot opportunities
- Substantial corporate new business experience in the charity sector
- Solid understanding of relationship fundraising
- Write, present and network with passion and flair
- Enthusiastic and love working in a small team in a fast-paced but flexible environment

The salary is in the range of **£45,000 to £50,000 p.a.** for the right candidate; opportunities for flexible working are available. A full job description is **available here**.

Would you like to find out more?

Serena Castiglione, the Head of Fundraising, would be more than happy to have an informal chat to help you decide if this is for you. Please feel free to email her on serena@sportsaid.org.uk to arrange a good time to do it. Meanwhile, enjoy a couple of videos to get a sense of what we are about:

<https://www.youtube.com/watch?v=qEVgBnZdhQo>

<https://youtu.be/fyhDNUj8SdI>

SportsAid recognises that certain sections of the community have been affected by structural inequities and may be denied the opportunity to participate equally and fully in sport at all levels. SportsAid as an organisation believes our role is to remove the barriers that our most under-served, at risk and minoritised groups of young people experience when trying to access sport and physical activities.

SportsAid therefore positively welcomes, and seeks to achieve, diversity in our workforce and that all job applicants, volunteers and employees receive equal and fair treatment. We positively encourage applications from all candidates regardless of age, race, ethnicity, gender, disability, marriage and civil partnership status, gender identity, background, religion, faith, sexual orientation, maternity status, pregnancy, belief or nationality.



Please apply by emailing your CV and a one-page outline of your top successes, failures and lessons you learnt in your career as a new business corporate fundraiser to serena@sportsaid.org.uk by Saturday 1 July 2023. On receipt of your application you will be sent a confidential equal opportunities form which all applicants will be asked to complete.

Shortlisted applicants will be notified by Monday 10 July 2023 via email and first interviews held remotely on Friday 14 July 2023.