**Job Description**

**Post:** Strategic Relationships Manager

**Reports To:** Head of Relationship Fundraising

**Hours:** 37 hours per week

**Location:** Hybrid (3 days per week in our London office)

**Our belief**

RSBC believes that every blind young person should have the chance to live life without limits.

By giving young people the essential skills to take control of their life, they can unleash their true potential.

**Our success depends on our values**

Underpinning all RSBC’s work are values embedded in trust and excellence:

**TRUST:** Respect and accountability

**ENERGY**: Straight talking and constantly learning

**AMBITION:** Confronting reality and driving results

**MOTIVATION:** Vision impaired children and young people are our number one priority, and we look for solutions, not problems

**Primary Objectives**

This role is responsible for winning new business, developing relationships and providing first-class stewardship and account management across a mixed portfolio of individual, organisational and grant-making relationships with a focus on long-term, mutually rewarding, strategic and/or commercial partnerships.

Working alongside the Head of Relationship Fundraising, the High Value Lead and the Community & Events Fundraising Manager, you will form part of a core team that is on a mission to take RSBC’s relationship fundraising to the next level; supporting RSBC’s income generation growth.

**Key Tasks and Main Duties**

Relationship Fundraising

1. Work closely with the Head of Relationship Fundraising and High Value Lead to develop robust plans for account management and new business across your portfolio
2. Drive targeted new business activity, focused on strategic corporate partnerships and philanthropy, to support RSBC’s strategic goals and objectives
3. Provide first-class customer service, ensuring RSBC supporters feel connected, recognised and valued; producing high-quality bespoke reports and updates to effectively demonstrate the impact of their giving
4. In collaboration with the wider External Affairs team, develop compelling multi-year cases for support and test new approaches for long-term strategic giving (e.g. Giving Circles and Clubs, Wealth Advisory Networks)
5. Work with the External Affairs Director to identify and scope opportunities for new commercial propositions (e.g. sponsorship, cause-related marketing and profit-share agreements, merchandise)
6. Proactively and creatively identify high-value opportunities and manage them through from start to finish, working with colleagues across the charity including the SLT and Income & Engagement Committee

General

1. Work to monthly and quarterly activity targets, to be agreed collaboratively with the Head of Relationship Fundraising
2. Ensure information is accurate, easily accessible, securely in line with GDPR and correctly recorded on the CRM database.
3. Keep abreast of industry-wide information in the charity sector, and the challenges and barriers that are impacting children, young people and families.
4. Carry out all duties and responsibilities in line with organisational policy, the fundraising regulator’s Code of Practice, the law, and other best practice guidelines.
5. Ensure compliance with safeguarding policies and legislation and protect the welfare of service users and all other children and young people/vulnerable adults that have contact with the organisation.
6. Ensure equality and diversity principles are embedded in all activities
7. Any other duties as required.

**Person specification - skills, experience, and abilities**

**Qualifications**

Degree qualified or qualified by proven experience of delivering high level fundraising individual targets

**Skills and Experience**

Essential

* A demonstrable track record securing funding from corporate and/or philanthropic supporters; working to an annual income target of c. £300k or above
* Dynamic and results-focussed; thrives working proactively to spot opportunities and see them through
* Strong interpersonal skills; able to build warm, genuine and trusting relationships internally and externally
* A clear communicator and confident networker; highly articulate, able to tailor their tone and style to different audiences
* Enjoys working with pace and urgency, while maintaining quality and offering great customer service
* Excellent understanding of the Corporates and Philanthropic fundraising landscape
* Ability to pitch with tailored compelling presentations or bids translating outcomes and impact to meet high value donor ESF or organisational criteria
* A detailed understanding and proven experience of achieving COTY and account management of those relationships
* Ability to monitor pipeline, gauge success rates, and address funding gaps in a timely manner
* Experience of producing regular reporting against fundraising targets and budgets
* Excellent organisational and prioritisation skills
* IT literate

Desirable

* Experience in vision-impairment and/or children’s causes
* Working knowledge of CRM databases