



<https://motiv8.org.uk/job/corporate-community-and-events-fundraising-manager/>

## Corporate, Community and Events Fundraising Manager

### Description About the job

**Position Title:** Corporate, Community and Events Fundraising Manager

**Reporting to:** Head of Fundraising and Marketing

**Location:** Hybrid/Portsmouth (min 50% time spent within the office)

**Contract:** Perm

**Salary:** £28,246 – 33,450 per annum

**Hours:** Flexible, can be offered full time at 37.5 hours per week or part time hours with minimum 25 hours per week

**Holidays:** 24 (Excl bank holidays) increasing to 27 after 5 years

### Purpose of job

To work closely with the Head of Fundraising and Marketing and the Fundraising and Marketing Team to grow and develop corporate and community giving, leading on an events programme to raise Motiv8's profile, grow fundraised income and increase the charity's supporter base

### A bit about Motiv8

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Motiv8 is a vibrant local youth charity which supports young people and their families who may be lacking in opportunities, are marginalized and experiencing disadvantage. Our vision is to create safer communities where young people feel inspired and empowered to reach their potential and thrive.

Our work takes place in the heart of the community, with teams based from Motiv8 centre's in Portsmouth, Havant, Gosport and Fareham. Motiv8 provides free access to youth mentoring, family support, group work, wellbeing provision, youth

**Hiring organization**  
Motiv8 South

**Duration of employment**  
Permanent

**Job Location**  
Units 2 and 3 Cumberland Gate,  
Cumberland Business Centre,  
Portsmouth, Hants

**Working Hours**  
Flexible, can be offered full time at  
37.5 hours per week or part time  
hours with minimum 25 hours per  
week

**Base Salary**  
£ 28,246 - £ 33,450

**Date posted**  
September 15, 2023

**Valid through**  
05.10.2023

clubs, street based youth work, employability programmes and much more!

We pride ourselves in working collaboratively, building upon the individual, family and communities' strengths. We are a values led organization and this transcends all we do.

### **Responsibilities**

Motiv8 has seen a huge increase in young people and families who are seeking support and our goal is to ensure that young people and their families receive the right help at the right time.

To do this we need increase donations to the charity and diversify our income sources. You will play a pivotal role in helping to grow the charity's impact and bring our aims to life by achieving a fundraising and marketing team income target of a 3:1 return on investment (ROI) with a stretch target of 4:1 ROI.

Working closely with the Fundraising and Marketing Team and reporting directly to the Head of Fundraising and Marketing, you will be responsible for the growth and development of both corporate and community giving. You will hold an existing portfolio of corporate partners, alongside developing new opportunities. You will identify and implement community fundraising opportunities and lead on an events programme to help raise the profile of the charity, grow fundraised income and increase the charity's supporter base.

### **Qualifications**

We are looking for an enthusiastic, self-starter, who has great communication and interpersonal skills. You will need good organisational skills to manage a complex workload and have the ability to generate creative fundraising ideas. We are seeking someone with previous experience in either fundraising, events or the commercial sector. Importantly, you will want to be part of a charity that passionately believes in making long-term positive difference to young people's lives.

### **What does a day in the life of this role look like?**

Motiv8 is a dynamic and exciting organisation to be a part of, with no one day the same. You will be responsible for supporting the development of the corporate and community strategy to expand the charity's reach, visibility and increase income.

You will be part of a small but committed Fundraising and Marketing team, led by the Head of Fundraising and Marketing, working together to realise the team income generation target. This will involve regular team meetings, sharing ideas, reviewing the overall fundraising and marketing strategy/targets, planning a programme of events, identifying new opportunities and reviewing what meetings and networks the team should be a part of.

As the Corporate, Community and Events Manager you will have an existing portfolio of corporate and community partners/donors, it's important that these relationships are nurtured, they feel valued and there is regular communication, This

might include; face to face meetings, telephone calls, supporter events, emails, digital communications, visits to corporate partner offices, undertaking presentations, writing proposals and supporting corporate employees with their fundraising activities.

You will also have responsibility for developing new partnerships and on a day to day basis this would mean exploring and researching potential new relationships and identify ways they can support the charity.

Working on an annual programme of events, you will work with the Fundraising and Marketing team, to develop, plan and implement these ideas, which could include site visits, undertaking a risk assessment, consider how partners might be involved and if necessary identifying and overseeing event volunteers to help make this a success.

Motiv8 has a range of youth-led events, showcases and community provision, so you would have regular interface with the operational teams to look at how the fundraising and marketing team could assist with the promotion of these events and/or if there are opportunities for partners/supporters to get involved. Your role might also see you arranging and accompanying funders and potential funders to see our work in action.

After a busy days work you will need to ensure that key information is stored on our CRM system Donorfly, enabling us to offer tailored stewardship.

## **Job Benefits**

### **What we offer:**

In return for your hard work, we offer:

- Positive, supportive work culture. We are an IIP provider with strong leadership and a supportive, 'can do' culture cited in our independent evaluation.
- Continued wellbeing and welfare support to staff, with 24 hour counselling access through the company Employee Assistance Program.
- Comprehensive training package and job role progression routes
- A rewarding work environment where you can make a difference
- 24 days holiday entitlement (excluding bank holidays) rising to 27 days after 5 years
- Critical illness and death in service

## **Contacts**

### **Next steps:**

### **What happens next?:**

To apply for this role, please submit a CV and completed supporting statement to [marina.tuck@motiv8south.org.uk](mailto:marina.tuck@motiv8south.org.uk). For any queries on this role, please e mail Marina Tuck on this e mail address.

The closing date for this role is **5th October 2023**

### **What happens next?**

Successful candidates will be asked to attend a 30 minute virtual interview on **12th October 2023**, to outline their interest in the role and their reasons for applying, to provide a brief overview of their experience and to ask any questions.

If successful at stage 1 you you will be invited to a stage 2 interview on **19th October 2023**.

The stage 2 interview will take place at the Motiv8 office at Unit 2 Cumberland Gate, Cumberland Business Park, Portsmouth, Hants, PO5 1AG. Interview questions for this interview will be provided to you before you attend. You will also be asked to come prepared with a short (max 5 minute) presentation on “how you cultivate and develop positive donor relationships” . There will also be a short onsite task to prepare a response email to a potential supporter enquiry.

Motiv8 is committed to equal opportunities, safeguarding and promoting the welfare of children and young people. Applicants must be willing to undergo child protection screening appropriate for the post, including checks with past employers and the Disclosure and Barring Service (DBS)

To open the blank supporting document, please click [here](#).

To download the application guidance for this role please click [here](#)