



JOIN OUR MISSION
FOR CHILDREN AT RISK
ON THE STREETS

CORPORATE PARTNERSHIPS MANAGER

RAILWAY CHILDREN – RECRUITMENT PACK

RAILWAY
children
No child lost to the streets



WE BELIEVE IN A WORLD WHERE NO CHILD EVER HAS TO LIVE ON THE STREETS

Around the world hundreds of thousands of children struggle to survive on the streets. In many countries, they have become an accepted issue in society, deprived of access to the most basic services and they experience extreme harm before and during their time on the streets.

Wherever they may be in the world, they face violence, abuse, neglect and exploitation.

Founded in 1996, Railway Children has dedicated over a quarter of a century to developing outstanding practice and services for street connected children and as we embark on our new strategy to 2027, we have ambitious plans to ensure no child is left behind, wherever we work.

WHO WE ARE



OUR VISION

We believe in a world where no child ever has to live on the streets.



OUR MISSION

Create and enable sustainable change for children living alone and at risk on the street.



OUR AIM FOR 2027

We will evidence and demonstrate, effective and sustainable safeguarding solutions for street connected children.



WHAT WE STAND FOR

We stand for children

- The children who don't have a voice.
- The invisible children.
- The children struggling to survive on the streets around the world every day.
- The generations of children suffering repeated cycles of abuse.

**WE STAND FOR CHILDREN,
THEIR CHILDHOODS
AND THEIR FUTURES!**

These Five Values
Guide Our Work



NEVER GIVE UP

Face challenges head on.



HAVE COURAGE

Push boundaries.
Think big.



EARN TRUST

Be honest. Always act
with integrity.



SHOW COMPASSION

Be kind and show
respect to all.



NURTURE TALENT

Encourage growth.
Enable others.



THE ROLE

CORPORATE PARTNERSHIPS MANAGER

Salary:	up to £44,000
Department:	Fundraising
Location:	Hybrid homeworking with regular travel to office in Sandbach
Responsible to:	Head of Corporate and Events Fundraising
Responsible for:	None

JOB PURPOSE

Are you looking for a job that has the ability to change lives? One that will change the futures of children's lives across three countries? One that will work with businesses to engage staff, customers and stakeholders in achieving a change in society for good? Then look no more....

The Corporate Partnerships Manager will be joining an established and successful team, playing a vital role in developing the sustainable growth of income through our incredible partnership network within the rail industry. The role will seek out opportunities within rail to assist the fundraising team to achieve growth in both income and donor base. The right candidate will have a proven knowledge of the rail industry, developing new business opportunities and stewarding accounts to maximum potential.

KEY RESPONSIBILITIES

In this diverse role, you will be a key member of the corporate fundraising team, delivering new supporters and income to meet financial targets, secure new business, deliver growth and implement the corporate fundraising strategy.

Develop and grow our network within the rail industry

- To deliver sustainable corporate partnerships within the rail industry and beyond, generate income and play a key role in collaboration across the charity.
- Work with Rail partners to oversee the implementation of their social responsibility objectives, designing and developing strategies and activities that support the companies' CSR goals.
- Coordinate and manage existing corporate accounts, including working with supporters to suggest new opportunities for growth.
- Identify and attend events, conferences, networking forums to explore and deliver new partnership opportunities and manage and develop these new partnerships and associated relationships accordingly.
- Provide ongoing industry insight into current and emerging trends within the rail industry.
- Support the delivery and participation of Railway Children's events programme through promotion and conversion of partnerships.
- Secure Railway Children as the chosen charity partner for industry events such as RIA, RIN.
- Develop network of key personal contacts/ambassadors who can provide ideas, information on industry trends and support introductions to new contacts and accounts.

Secure new corporate partnerships

- Collaborate with fundraising colleagues in India and Tanzania to assist with their fundraising activity; develop inter-country corporate partnerships; and maximize engagement opportunities for new and existing partners i.e. the organisation of project visits.
- Develop a pipeline of companies/opportunities to work across multiple borders and build international partnerships in UK, India and Tanzania.
- Responsibility for meeting agreed individual income targets that contribute to the Corporate Partnerships team budget and the wider charity.
- Develop and present creative propositions to a wide range of audiences internally and externally, through written proposals, presentations, by phone and in face-to-face meetings.
- Identify fundraising ideas, challenges and concepts to engage all levels of our partners' organisations to deliver innovative fundraising activity.
- Manage and maintain the Railway Children customer relationship management (CRM) and business development tools.

KEY RESPONSIBILITIES continued

Internal Stakeholders

- Collaborate with the MarComms and Individual Giving team to deliver regular e-comms to corporate supporters.
- Where appropriate, collaborate with the Events team to deliver new, successful events and activities.
- Produce new initiatives and marketing collateral, working in conjunction with the marketing team, to secure additional income from supporters.
- Arrange opportunities for supporters to view the impact of their work, either in person or through other means, including digitally and via new technology.
- Report regularly on income, forecasts and key performance indicators with solutions to meet any positive or negative changes.
- Provide internal account management for all corporate communications.
- Monitor and report on all corporate communications on a monthly basis.
- Provide updates and reports to partners as requested.

General duties (all staff)

- Uphold and work within Railway Children's policies and procedures.
- Conduct yourself in accordance with the rules of the Child and Adult Safeguarding Policy and Code of Conduct in your personal and professional life – which includes reporting suspicions of child abuse or any other breach of these policies.
- Actively promote and embody Railway Children's core values across the organisation and partners.
- Travel to Railway Children's field operations as and when required.
- Undertake any other duties, as appropriate to the post, as delegated by the line manager.

PERSON SPECIFICATION

Experience

- Relationship / account management experience.
- Some experience of briefing and liaising with a creative/marketing team.
- Experience of meeting and managing targets and budgets.

Knowledge and Skills

- Ability to build rapport and relationships with supporters at a range of levels and backgrounds.
- Excellent IT skills and fully competent on MS Word, Excel and PowerPoint.
- A highly motivated team player with bags of energy and enthusiasm.
- The willingness and self initiative to take a brief and run with the project.
- Strong planning, organisation and project management skills.
- The ability to meet deadlines and manage your own timelines.
- Confident, approachable and able to cope under pressure.
- Able to manage multiple projects and tasks simultaneously.
- Results driven and a determination to succeed.
- Excellent communications skills and a confident presenter.
- An outstanding team player with the ability to work collaboratively.
- Influencing skills: excellent communications skills to effectively engage with stakeholders at all levels within an organisation.
- Excellent problem-solving skills with a proactive approach and mind-set.

Desirable Skills and Knowledge

- Use of CRM Database.
- Experience of working in the rail industry and holding multiple relationships therein.

Aptitude

- Demonstrable commitment to and the ability to uphold and promote Railway Children's core values.
- Understanding of the importance of an organisational Code of Conduct and Safeguarding policy.



A GREAT PLACE TO WORK

THE BENEFITS

As well as helping some of the world's most vulnerable children and young people, there are some great perks if you're lucky enough to work for Railway Children.

Project Visits

Where possible we encourage our staff to visit our projects and experience the work we do. That could be here, India, or East Africa.

Time Out

You will start with 25 days holiday per year to recharge the batteries, after three years this will increase by an extra day per year until you reach a very relaxing 30 days leave.

Pension

We offer a pension contribution of 6% of annual salary.

Birthday leave

One additional day of annual leave within the month of your birthday.

'Railway Children Day'

We might not be able to fund a Christmas party but because our Trustees value what we do, they grant an additional day per year where the office is closed, usually around Christmas time.

A culture we're proud of

Driven by our CEO, family values are at the heart of our culture and make Railway Children an incredible place to work. As well as a flexible working environment, it's one of the reasons why our staff retention is so impressive.



OUR PEOPLE PROMISE

All that we can achieve as an organisation is only possible because we have dedicated, skilled and courageous people. Their tenacity, passion and compassion create a culture that enables us to deliver incremental value beyond the resources we could ever have available to us. We know this, we witness it every day and therefore we strive to create an organisation that values them and their contribution.

As we set out to achieve life saving change for vulnerable children, we make our people a promise:



We will ensure diversity and inclusion, following transparent, fair and rigorous recruitment processes that attract and encourage applications from a diverse range of candidates.



We will support new people to fully settle into their new role and our organisation by providing a structured induction and integration programme.



We will work with our people to identify their career and development goals and facilitate opportunities for growth.



We will develop and implement a wide range of initiatives that ensure that our people are well-managed, supported, cared for and feel valued, listened to and included.



When people leave, we will listen and learn and seek leavers to be ambassadors for Railway Children.



STILL INTERESTED?

HOW TO APPLY...

To apply for this position, please complete the application form and return it to fundraisingjobs@railwaychildren.org.uk. Please include job title applied for in email subject. Please note that Railway Children will only accept applications made using this application form and will not accept CVs, academic certificates or covering letters.

Closing date: Midday Monday 5th August. Candidates will be assessed on application and may be contacted before the closing date.

At Railway Children, we are committed to the safeguarding and protection of all those who come into contact with us in our work. We follow a range of procedures to ensure that only those who are suitable to work with children and vulnerable people are recruited to work for us. This post is subject to a range of background and reference checks including criminal records check.

Due to the number of applications often received, only those to be invited for interview will be informed of the outcome of their application.

Applicants who have not heard within two weeks of the closing date should assume they have been unsuccessful.

THANK YOU.