



Job title: Partnerships Manager

Location: Charlotte Street, London W1T 2NU

Remuneration: £28k - £32k per year, depending on experience

Position type: Fixed term contract, one year

British Ski and Snowboard, the national governing body for snowsports in the UK, has set an ambitious vision to become one of the top five Olympic snowsport nations by 2030. The most recent competitive season was the most successful ever for British athletes, and preparations are well underway for the PyeongChang Winter Olympics in February 2018.

To enable us to accomplish the new vision, we need to meet stretching income targets. We have launched a number of new fundraising schemes to help us achieve these, including:

- The British Snowsports Fund, an innovative scheme which sees us working with industry partners to ask their customers for small donations to support the UK's future Winter Olympians
- The Snowsports Circle, a donor programme aimed at attracting private philanthropy
- A relaunched membership programme
- The British Ski and Snowboard National Foundation, a grant making charity which seeks to support young snowsports athletes and projects which increase grassroots participation in snowsports

We are looking for an entrepreneurial Partnerships Manager to join the team to help generate income and manage existing relationships with funders.

Outline of responsibilities

1. Income generation

Working across the fundraising schemes to increase income including, but not limited to:

- Recruiting new partners for the British Snowsports Fund from across the snowsports industry
- Assisting the Board and other staff in the recruitment of individual patrons - to include detailed prospect research, database management, preparation of supporting documentation
- Assisting with the recruitment of commercial partners, including detailed prospect research, preparation of pitch material and attendance at pitch meetings
- Working across the membership scheme to boost the benefits available for members and ensure engagement and renewal

2. Partner management

Delivering excellent relationship management for all confirmed partners, including but not limited to:

- Working with British Snowsports Fund partners to maximise their participation in the scheme, including preparing newsletters, securing exclusive content for partners, planning evaluation sessions
- Working with sponsors on all aspects of benefit delivery, including branding rights, social media engagement, event planning
- Relationship management with philanthropic partners, including benefit delivery and regular communications
- Events planning, including donor recruitment events

About you

We are a small team, and there is a lot to do! You'll need the confidence and ability to take full ownership of projects without significant direction. You'll also need to be creative and resourceful - coming up with exciting new ideas without a significant budget to work with. If you're interested in snowsports, that's great, but it's not a prerequisite for the job.

Experience and requirements

Partnerships	
At least four years of experience of working in a fundraising environment	Essential
Experience of working with sponsors and corporate clients	Desirable
Experience of working with individual donors	Desirable
Experience of working with a membership scheme	Desirable
Experience of working with a fundraising database	Essential
Experience of event planning and guest list management	Desirable
Other	
Entrepreneurial spirit - able to work to own initiative	Essential
Excellent attention to detail	Essential
Gravitas - ability to work with senior colleagues and partners	Essential
Excellent copywriting skills, and the ability to think creatively	Essential

How to apply

Please send a copy of your CV and a covering letter to alex.mckeown@teambss.org.

Closing date: 30 August

BSS is fully committed to the principles of equality of opportunity and is responsible for ensuring that no job applicants, employees, workers, office holders, volunteers, participants or members (together "Stakeholders") are unlawfully discriminated against because of age, disability, gender, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex and sexual orientation (together the "Protected Characteristics").