



MAHDLO

An **OnSide** Youth Zone

**ROLE
PROFILE**
Corporate Partnerships
& Engagement
Fundraiser

ABOUT MAHDLO

Mahdlo Youth Zone is a state-of-the-art multi-million pound location providing young people aged 8 to 19, and up to 25 for those with additional needs, engaging and exciting opportunities to try something new, seven days a week.

Our mission is to deliver high quality, innovative activities and experiences for young people. To provide opportunities, raise aspirations and support them to be the best they can be.

At our centre in Oldham we've got incredible facilities including a 3G Multi Use Games Area (MUGA) pitch climbing wall, boxing gym, three court sports hall, sensory room, fully equipped gym including weightlifting equipment, recreation area and dance, arts, music and media suites and much more.

Out across the borough we're working from community centres to bring our special brand of youth work to young people in the community.

OUR VALUES
THE WAY WE WORK

PASSION
RESPECT
INCLUSION
DEPENDABILITY
EXCELLENCE

THE ROLE

Corporate Partnerships & Engagement Fundraiser

Mahdlo Youth Zone is a charity, which means every year we need to raise money to ensure our doors are open and we're providing opportunities for young people. In 2023, our budget is £1.7 million!

You will focus on the long-term sustainability of the charity and will have the responsibility of securing unrestricted funding from local businesses with a target of £60,000 in year 1, increasing to £125,000 by the end of year 3.

Working with the Chief Executive, Fundraising Manager, leadership team, and existing Patrons to generate leads, you will secure new multi-year Patrons; Charity of the Year Partnerships; in aid of events, sponsorship of current events and introduce employee fundraising across all corporate supporters.

You will manage and steward your own portfolio of Patrons and contribute to providing excellent stewardship and relationship management of existing Patrons and supporters to ensure their continued support.

WHAT YOU'LL BE DOING

Key responsibilities

- Generate new multi-year partnerships in line with the Patron Programme ranging from £1,000 - £25,000 per year
- Craft persuasive and motivating pitches and proposals to secure new corporate supporters and Charity of the Year partnerships by producing high-quality written proposals and making verbal presentations/face-to-face asks to a range of audiences
- Build relationships and expand our network with companies, their employees, customers and suppliers
- Manage and grow the pipeline of potential supporters and devise effective engagement plans
- Develop and introduce employee fundraising through campaigns, volunteering and events to boost and ensure employee engagement is achieved across new and current supporters.
- Provide excellent donor-focused stewardship of your own portfolio and contribute to the management of existing donors, working alongside the leadership team and
- Board of trustees as appropriate, to maximise retention, and, where appropriate increase levels of support
- Keep accurate records of prospect and Patron engagement, using Salesforce (our CRM) to record activity
- Work alongside the marketing and events coordinator to add value to existing and new events through securing sponsorship, increased attendance and gifts in kind
- Work with the marketing team to grow increased awareness of Mahdlo across the community and among potential corporate supporters is strong.
- Ensure you are continuously fully up to date with Mahdlo delivery and the impact we make
- Ensure adherence to the relevant charity legislation and the Institute of Fundraising's Codes of Fundraising Practice
- Generate written and financial reports for management as required
- To carry out other, reasonable duties, as requested by the fundraising manager, including attendance at events and meetings, as and when required

General requirements

- Work diligently to meet the requirements of this job description
- To carry out any other duties within the fundraising team and within the competencies of the post holder, as directed by your line manager or a senior manager.
- Always seek to continuously improve so that the highest quality standards are achieved
- Participate positively in internal/external meetings and training as required
- Positively participate in one to ones and appraisals
- Ensure that all relevant policies, procedures and working practices are adhered to at all times
- Work in accordance with Mahdlo's culture, values, aims and objectives
- Act as a positive ambassador for Mahdlo at all times
- Positively contribute to Mahdlo's team working environment, taking ownership of issues and supporting colleagues where appropriate
- Be flexible and willing to undertake any other duties that may be reasonably be required

In accordance with Mahdlo's Child Protection and Safeguarding procedures, this position requires an enhanced DBS check and will require you to complete Safeguarding training within six months of appointment and refresher training thereafter.

PERSON SPECIFICATION

Knowledge & experience

	Essential	Desirable
Proven experience in securing significant income from either: corporate partnerships, major donor or community fundraising	✓	
Experience of meeting challenging financial targets for both new business and account management	✓	
Experience in managing a pipeline of potential partners /donors and aligning their interests with an organisation's needs	✓	
Knowledge of ESG	✓	
Experience of using a CRM system for logging and tracking fundraising activity	✓	

Attitude

	Essential	Desirable
Commitment to the values of Mahdlo Youth Zone	✓	
Self-reflective and adaptable to change	✓	
Initiative and commitment to continuous improvement and ongoing development opportunities	✓	

Skills

	Essential	Desirable
Strategic, target-driven approach to fundraising and marketing activity	✓	
Excellent influencing and client-facing skills, with an ability to communicate confidently with high-level individuals and decision makers	✓	
Good numeracy skills and ability to analyse and report on your own financial performance	✓	
Ability to cope with multiple demands and deadlines to a consistently high standard	✓	
Ability to manage volunteers or teams at events		✓

Special requirements

	Essential	Desirable
Full UK driving license		✓
Open to working outside of office hours when required, and to travel to events in the region and beyond	✓	

MAHDLO BENEFITS



ONSITE GYM

For all of the fitness fanatics or if you just want to maintain a healthy lifestyle.



BIRTHDAY GIFT

£50 Birthday Gift to boost your Health and Wellbeing.



MEDICASH HEALTH CARE

On successful completion of your probationary period you will be enrolled onto Medicash - an award winning Health Care scheme.



HOLIDAY ALLOWANCE

14.54% of hours worked paid to you in your salary each month.



LIFE INSURANCE

We understand that losing a family member can be devastating for a family and their finances and that's why we provide life insurance from Canada Life to all of our staff members.



3 THE 2023 PEAKS OF SADDLEWORTH
Saturday 1st July



MAHDLO
An OnSite Health Zone
Construction

3 THE 2023 PEAKS OF SADDLEWORTH
Saturday 1st July



MAHDLO
An OnSite Health Zone
Construction

3 THE 2023 PEAKS OF SADDLEWORTH
Saturday 1st July



MAHDLO
An OnSite Health Zone
Construction

MAHDLO 
An  **OnSide** Youth Zone