

Senior Corporate Development Manager

A very warm welcome to you! Thank you for your interest in the Senior Corporate Development Manager role at Surviving Economic Abuse (SEA). We are delighted to hear from you!

Surviving Economic Abuse is the only UK charity dedicated to raising awareness of economic abuse and transforming responses to it. Since we were founded in 2017, we have successfully campaigned to outlaw economic abuse as a form of coercive control, raised awareness and driven lasting systemic change for victim-survivors. But there is still so much more to do.

This is a critical point for the charity. In recent years our income grew considerably, which meant we could also grow our impact. However, much of this came from grant income. We recognise that we need to further diversify our funding base, so we have recently developed a new income strategy with a bigger focus on raising funds from corporate partnerships, alongside other income streams.

This is a really exciting opportunity to join a small but mighty charity, working as part of an inspirational team to end economic abuse and deliver real change for women and girls. We are looking for an ambitious, energetic and experienced corporate fundraiser to take responsibility for driving new donor relationships and nurturing partnerships particularly within the financial and professional services sectors and businesses with a strong female customer base. You will engage and influence key corporate audiences and stakeholders to help grow and diversify our income.

You will be an excellent communicator and a strong team player who brings a creative, can-do attitude. You will share SEA's values and will be committed to SEA's feminist ethos.

Fundraising is essential to what we do. We cannot drive change without the resources to do the work. So if you bring a strong commitment to our mission combined with the expertise we need, come and join us! Together we can save lives and end economic abuse forever. Now there is an offer you cannot refuse!

Yours

Sam Smethers, Chief Executive

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Job Title: Senior Corporate Development Manager

Purpose: To lead SEA's corporate fundraising activity and work closely with consultancy and training team colleagues supporting them as required.

Salary: £48000-£52,000 per annum

Reports to: The Head of Income

Location: Home-based with willingness to travel as required, with expenses paid

Contract: Permanent, full-time. We are also open to those wanting to work 4 days per week or job-share applications and you should apply as a job-share team.

Our offer

- 25 days annual leave, plus 5 wellbeing days and Statutory Bank Holidays
- Working from home
- Flexible working and TOIL
- 5% employer pension contribution
- Reflective practice
- Employee Assistance Programme
- Training and development
- Enhanced sick pay, family leave (inc 13 weeks full and 13 weeks half maternity, adoption, or kinship care pay, and 4 weeks paid paternity leave). 5 days paid carers leave
- The chance to be part of our highly professional, supportive team

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About Surviving Economic Abuse (SEA)

We are the only UK charity dedicated to raising awareness of economic abuse and transforming responses to it. We work to save lives and stop economic abuse forever.

Our vision is a world in which all women and girls achieve economic equality and can live their lives free of abuse and exploitation. Not only surviving but thriving.

To achieve this, we must ensure that the policies and practices of financial services firms, domestic abuse support services, public services and government reflect the needs of all victim-survivors of economic abuse.

We are committed to centering victim-survivors in all that we do and broadening our understanding of the needs of survivors, particularly those who are marginalised within society. We work alongside the Experts by Experience - a group of victim-survivors whose voices and experiences shape our work. Our primary focus is on influencing frontline, public and financial services sectors, to create a model for improved support for victim-survivors of economic abuse, calling on government to facilitate these changes and work with them to improve their systems and practice.

To find out more about our story and journey since we were founded in 2017, please visit: <https://survivingeconomicabuse.org/about-us/our-story/>

Our values

- **We are purposeful**
Everything we do is driven by our passion to make the world a safe and equal place for women.
- **We learn and share**
Our team is curious, reflective, always learning and eager to share its expertise.
- **We work in partnership**
We know that we can only achieve our goals if we work alongside others – our colleagues, the women who inspire our work and our partners.
- **We are agile**
We are creative in meeting the challenges that must be overcome to create change.
- **We believe**
Our work is centred on survivors of economic abuse: their experiences and knowledge shape how we respond.
- **We value equity**
We believe in fairness and justice and we focus on removing barriers caused by systemic inequalities.



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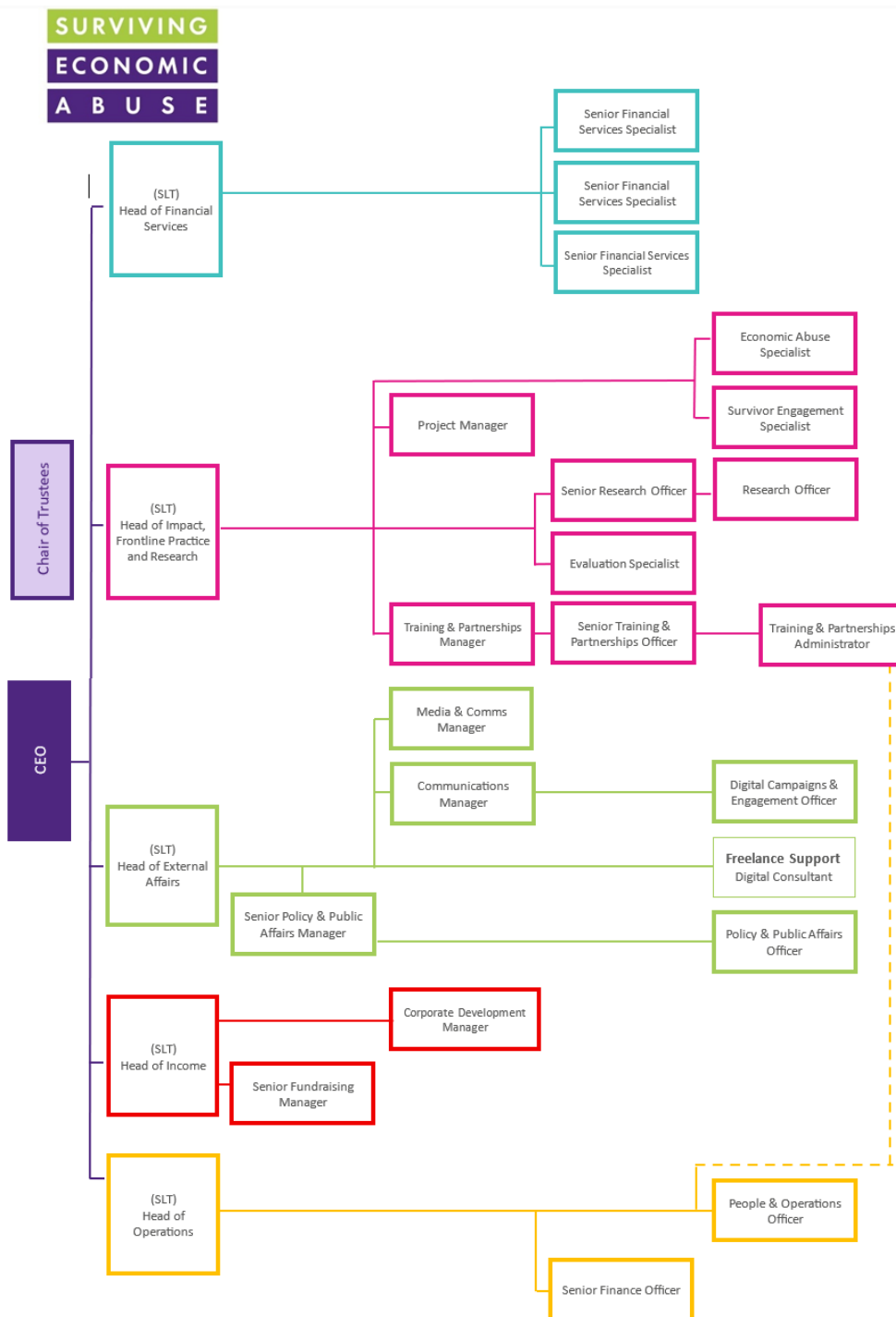





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Organisational structure



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About the role

SEA depends on charitable donations for all areas of our work. A large proportion of our income currently comes from statutory funding, Lottery, trusts and foundations for restricted projects and towards core funds. In the past few years, we have achieved significant success with large corporate organisations such as Lloyds Banking Group, TSB, HSBC UK and Barclays Bank and want to build on this momentum. We are ambitious to continue forging relationships and developing our links with the financial services industry as well as professional services and businesses that have a strong female customer base. Our new 2025-28 Income Strategy sets out our exciting plans and ambitions for the next three years. Reporting to the Head of Income, you will work alongside our Senior Fundraising Manager who has specialist knowledge of fundraising from statutory, Lottery, trusts and foundations. Building on your existing track record of developing six-figure multi-year corporate partnerships, you will be expected to grow a pipeline of corporate prospects and collaborate with our teams of experts to build compelling corporate partnerships in line with SEA's strategic goals.

You will be given ample scope to test your creative ideas and drive forward corporate income generation, supported by all your colleagues and an engaged Board of Trustees, many of whom have backgrounds in the financial services sector.

This role will actively contribute to our overall income generation efforts through corporate donations, strategic partnerships, and corporate sponsorship. You will also work with our consultancy and training teams to help develop their leads and also provide leads in return. You will assist in creating compelling, high-quality proposals for corporates, using your expertise and commercial insight to engage organisations and encourage them to collaborate with us. We are looking for someone who brings demonstrable experience of developing a corporate portfolio, proactively securing and managing mutually beneficial long-term partnerships and sponsorship funding and/or commercial income from corporations.

Your responsibilities

New business (80% of the role initially)

Proactively identify and research potential corporate prospects, developing a robust corporate partnerships pipeline with an effective cultivation plan to generate sustainable income.

Corporate partnership management (20% of the role initially)

Provide excellent stewardship to existing corporate supporters and work collaboratively with partners to deliver impact.

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- Work with the CEO and the Head of Income to build upon and develop our strategy and our pipeline for corporate fundraising.
- Proactively seek out and secure new corporate donor relationships.
- Lead on developing and stewarding key strategic corporate donor relationships
- Develop our case for support for corporate fundraising, collaborating with the Head of Income and the Head of External Affairs to ensure our core messaging aligns.
- Develop and write high quality, creative and innovative funding proposals and presentations for strategic partnerships, applications for corporate grants and sponsorship and employee engagement
- Plan and deliver impactful and engaging fundraising events including lunches, dinners and receptions, involving team members from across SEA to bring their work to corporate audiences.
- Develop and maintain strong working relationships with key corporate stakeholders.
- Work closely with the External Affairs team to develop key messages and choose appropriate channels to maximise opportunities to communicate with stakeholders and ensure SEA is recognised as a high impact charity in need of funding.
- Take an active role in contributing to the fundraising operational plans and strategy for the Income team recognising the relationship between different income streams.
- Utilise the Salesforce Customer Relationship Management (CRM) system (training will be provided) to record all corporate fundraising activity accurately and keep information updated.
- Monitor income from existing corporate partners and assist the Head of Income in setting budgets, reporting and reforecasting as required.
- Take proactive responsibility for your own development through learning, networking, self-appraisal and other opportunities for growth.
- Maintain confidentiality of information in line with Data Protection legislation and safeguarding requirements.
- Be familiar with, and adhere to, the Code of Fundraising Practice.
- Operate in accordance with SEA's Ethical Fundraising and Partnerships Policy.
- Be an active, collaborative member of the team, carrying out any other reasonable duties commensurate with the general level of responsibility of the job as requested by the Senior Leadership Team, and operate in line with SEA's values and behaviours.
- Champion a culture that embraces change, creativity and innovation, focusing on building an entrepreneurial spirit and celebrating success.



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Person specification

We set out here the skills, experience and abilities you will bring to the role:

Essential skills and experience

- A demonstrable track record of success in a corporate fundraising role, raising six figure sums, with a particular focus on securing new business. It would be an advantage if your experience includes fundraising from the financial services sector.
- Strong understanding of, or ability to rapidly develop a nuanced understanding of, domestic abuse and economic abuse, with the ability to communicate these issues in a compelling, survivor-centred and trauma-informed way to corporate audiences and senior stakeholders.
- Experience of developing new corporate relationships and successfully nurturing established ones.
- Experience of reporting against agreed income targets.
- Strong project management skills. Can manage programmes of work or proposal development with clear focus, targets and outcomes in a flexible manner to agreed deadlines. Can also manage the input of others and helping them to meet agreed deadlines.
- Strong communication skills with the ability to tailor content, style and tone of voice, orally and in writing, to different audiences.
- Experience of relationship management including at a senior level with corporate contacts and audiences.
- Experience of forecasting income budgets and keeping accurate financial records for reporting and analysis.
- Self-sufficient in administration and fully able to work with relevant IT including Microsoft Office 365, Internet search engines and CRM (Salesforce or equivalent) systems at the appropriate level.

Essential abilities

- You identify with SEA's values and are committed to SEA's feminist ethos
- A strong team player who can work effectively with others
- The ability to work accurately and meet deadlines.
- Curiosity and a desire to continue to learn and innovate.
- Creativity, with the ability to see and create opportunities.
- A go-getter with a positive, can-do approach.
- The ability to drive a programme of work forward and work on your own initiative, to prioritise and deliver competing tasks under tight deadlines.
- The ability to negotiate with others, using initiative and creativity.

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- A networker who confidently engages and communicates with a diverse range of people including through LinkedIn outreach and engagement.
- A proactive approach to building strong relationships both within SEA and externally.

Desirable

- Previous experience of working for a small – medium sized charity in a fundraising or corporate-facing role.

How to apply

To apply please submit an up-to-date CV to Rhiannon Mehta on rhiannon.mehta@prospect-us.co.uk who will then share an application link with you. Closing date is midnight 26th July. 1st interviews will take place w/c 10th August and 2nd stage interviews will take place w/c 17th August.

An outline of the questions will be shared with each candidate in advance of the first interview. Candidates will be asked to prepare a three-part task to present at the second interview: prospect researching, creating a proposal and presenting that pitch to the panel.

Equity, Diversity and Inclusion

Surviving Economic Abuse (SEA) is committed to promoting a diverse and inclusive culture and recruiting a team which reflects the diversity of the communities we serve. We particularly encourage applications from Black or minoritised or disabled candidates who are under-represented on our staff team.

We offer a guaranteed interview scheme for disabled candidates. If this is relevant for you then please let us know in your application. Additionally, should you need any reasonable adjustments to the recruitment process, either at application or interview stage, please discuss this with the recruiters, Rhiannon Mehta at Prospectus, rhiannon.mehta@prospect-us.co.uk

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