



Job Description

Corporate Partnerships Manager

Can you help Coach Core raise vital funds needed to support more young people from disadvantaged backgrounds into jobs and onto a career pathway that is right for them?





At Coach Core, we believe in the power of diverse perspectives.

We are actively committed to growing and supporting our diverse workforce and welcome applications from all backgrounds and communities.

We particularly welcome applicants with lived experience from the communities that we serve.

About us

Coach Core is an education and employment charity that aims to improve the life-chances of under-represented young people across the UK, who experience barriers, discrimination and a lack of opportunities. We help people age 16-24 year develop the skills, confidence and knowledge to unlock long-term employment opportunities through the power of sports apprenticeships. Since 2012, we've enabled over 1,000 young people to find meaningful employment across 21 UK cities. We convene and support 250+ employers of all sizes to diversify and enhance their workforce through advice, additional funding and unparalleled training for all.

- 70% of our apprentices complete their apprenticeship - 21% higher than the national completion rate
- 80% have gone onto employment or further education

It's an exciting time to join Coach Core. Project 1500, our 2024-27 strategy, will help tackle the decline in entry-level apprenticeships and rising levels of youth unemployment. By turbo-charging our community sports apprenticeship programme over the next three years, we are giving life-changing opportunities to marginalised young people to deliver sport and physical activity in their communities.



Project 1500

By 2027, we are committing to:

- Providing 500 new life-changing community sports apprenticeships for young people to deliver sport and physical activity to 8.5 million people.
- Increasing the number of Coach Core Foundation apprentices from ethnic minority backgrounds from 21% to 30% (16% higher than the national average for apprenticeships).
- Increasing the number of Coach Core Foundation apprentices from top 30% most deprived areas of the UK from 43% to 50% (30% higher than the national average for apprenticeships).
- Increasing the number of apprentices with Additional Learning Needs from 22% to 40% (30% higher than the national average for apprenticeships).

Increasing the number of apprenticeship achievers from 70% to 80% (27% higher than the national average for apprenticeships).





Job Details

Hours: 37.5 hours per week.

Location: Hybrid / Flexible

Salary: £35,000 – permanent contract

- 25 paid holiday days per year (plus bank holidays)
- Competitive salary with a clear salary scale for progression available.
- 4% matched employer pension scheme
- Death in service cover and employment insurance as standard.
- CPD budget and a commitment to aid your development and ambitions
- Occasional overnight travel, stays away from home and attendance at events may be required as well as meetings during evenings and weekends

At Coach Core, our team can work in the best location for the task. Sometimes that is in the office and sometimes that is at home. Face-to-face working is an important part of our team culture and we use our office in London Bridge to do that.

The role is contractually based in our gorgeous London Bridge office at More London, where you will be expected to attend the office a minimum of once a fortnight (if you are based outside of the South-east of England) or once a week if you are within the south-east, on a Monday. For those who enjoy working in the office more frequently or need to have meetings with external stakeholders, we have office space available for you to do this in, across other weekdays. We enjoy the perks of secure cycle storage space and showers within our office space for those who like to commute by bike or run to work.

Team Structure

The Corporate Partnerships Manager post sits within a small, friendly and highly collaborative Fundraising Team.

You'll be working with a Trusts and Foundations Officer, and alongside a Trusts and Foundations Manager, a Fundraising Apprentice and the Director of Fundraising who's specialised in high value fundraising her whole third sector career.

It's a busy team where there's loads of hands-on support, a strong emphasis on a coaching culture and opportunities to make this role your own in every sense.

As we are part of a small team, we also work across supporter events as needed, on occasion.





About the job

Coach Core is focused on growing its income from Corporate Partnerships. In 2024/5, we secured £234,083 from our existing portfolio of corporate partners and a wide range of special events that are aimed specifically at engaging our corporate partners. (£81,240 in 2023/4). This next year, we plan to raise a £300,000 through corporate partnerships and our special event portfolio.

We also have a newly formed Development Board that includes members with high-level corporate careers and networks that are keen to support the team in opening doors to new corporate partners. This means, in addition to the superbly skilled Board of Trustees, many of whom have led high-level corporate careers and have great networks, we have a huge wealth of corporate networks that we can mine to forge new partnerships.

This is a dual role, where you will be stewarding a portfolio of corporate partners that are predominantly within the Finance, Banking and Insurance and Private Equity sectors. You will equally be responsible for developing new business opportunities, helping to develop a pipeline of new partnership opportunities and should be excited about this part of the role equally.

If you would enjoy the opportunity of working flexibly and gaining experience of developing a multi-size partnership portfolio where you can build skills and experience, whilst working strategically to develop funder relationships, then this is a great job for you.



What you'll be doing

- Developing a pipeline of 4-5 figure partnership prospects, with a focus on high value, strategic and multi-year funders that can garner £30K-£100K+ per annum gifts.
- Providing day-to-day account management planning and support to a portfolio of partners across a wide range of fundraising and engagement activities.
- Identifying and selling in opportunities on a number of different products including sponsorship and gift-in-kind, whilst prioritising your time and efforts on opportunities that have the greatest return on investment to Coach Core.
- Developing creative cultivation plans to engage new partners.
- Updating our Salesforce CRM, so that records are maintained and kept up to date.





About your skills

- You will have excellent stakeholder management skills and a strength in building creative, holistic partnership proposals that are mutually beneficial.
- You will have strong written and verbal communication and presentation skills, that you use to develop strong internal and external stakeholder working relationships.
- You will have strong new business development skills you can use to identify new opportunities that you can progress
- You will have excellent time management and task prioritisation skills, with the ability to prioritise opportunities with conflicting deadlines and value.
- You will be entrepreneurial, with the ability to identify new opportunities that can support the wider work of the Coach Core team and our young people and progress these through to securing income.
- You will be approachable and self-motivated with the ability and desire to support others flexibly within a small and busy team where teamwork is an important aspect of our culture.
- You will be target-focused and keen to meet the Corporate Partnerships income targets that are required to enable Coach Core to deliver its organisational plans.

About your experience

- Experience of working in a corporate partnership or sales environment for a minimum of five years
- Developing a pipeline of medium to high-value account prospects, with a focus on high-value, strategic and multi-year partners that can garner £50K+ gifts
- Experience in creating bespoke partnership proposals and pitches for prospective corporate partners
- Experience in pitching and securing new business/partnerships at a minimum value of £100K
- Account managing key corporate accounts to the value of £100K+
- Relationship building with corporate stakeholders of all levels of seniority
- Working to financial and non-financial KPIs in a target-driven environment
- Using a CRM database to record donor information and manage a pipeline of donor prospects



Application Process

All applications are to be made through Ashby Jenkins Recruitment at this link:
<https://www.ashbyjenkinsrecruitment.co.uk/job/corporate-partnerships-manager-29/>

Application Close Date: 5:00pm, Monday 9th June

1st Stage Interviews: 10th and 11th June

2nd Stage Interviews: 16th June

QR code link to application page:





COACH CORE FOUNDATION

A Charitable Incorporated Organisation registered in England, Scotland, Wales and Northern Ireland.
Registered Charity, number 1186782

Chief Executive Officer: Gary Laybourne

Chairman: Edward Wray

Trustees: Khaled Amin, Huw Edwards, Sian Hill, Stephen Mitchell, Haydn Morgan, Phil Newman, Athos Rushovich, Andrew Thomas, Eboni Usoro Brown

Office Address: Coach Core Foundation, Collinson Group, 3 More Place, London, SE1 2AQ

Legal Address: Coach Core Foundation, 124 City Road, London, EC1V 2NX

info@coachcore.org.uk
www.coachcore.org.uk

