



ROLE PROFILE

PARTNERSHIPS and STEWARDSHIP MANAGER





DEAR APPLICANT,

Happy, self-confident, ambitious young people who can face life's challenges. Individuals who can build trusted relationships with peers and adults; who are able to lead healthy lives, both physically and mentally. The chance to reach one's potential without social or economic barriers. Empowered, active and caring citizens. That's what we all want for our country's children. But not all have the opportunity to achieve these goals.

Many of our country's most disadvantaged young people do not have access outside of school to safe, inspiring environments. Despite a technologically connected world, many are lonely and without the support of numerous adults and peers that would encourage and help them to flourish. The disparities in our society are only increasing as a result of the Covid-19 pandemic.

OnSide Youth Zones has an amazing ambition - to give young people from disadvantaged areas across the country *somewhere to go, something to do and someone to talk to*. Our aim is to reduce the effect of the well documented childhood crisis. Youth Zones give young people an opportunity to be happy, self-confident, and ambitious; better able to face life's challenges.

We help individuals to build trusted relationships

with peers and adults. We provide the means to lead healthy lives, both physically and mentally, and the chance for them to reach their potential.

Having started in North-West England over a decade ago we are on a programme of national expansion. We took our first steps towards this goal; in 2019 when we opened three Youth Zones in London. We want to grow at a pace and scale that is unique in youth work. We seek to deliver 100 new Youth Zones over the next generation, an ambition that the charity wants to maintain despite the current uncertainty caused by Covid-19: young people need positive places to go, with supportive and trusting adults, in the coming months and years more than ever.

If you're interested in joining this fast paced, entrepreneurial charity in a role that combines income generation with stewardship and have a passion for supporting young people then please do contact me to hear more at simon.marsh@onsideyouthzones.org

Best wishes,

Simon Marsh

Head of Trusts, Grants and Statutory

ROLE PROFILE

POST:

Partnerships and Stewardship Manager

SALARY:

£32,000-£36,000 (dependent upon experience)

CONTRACT:

Fixed-term 12 months, with the possibility of it becoming permanent (before the expiry of the contract). FT 37.5 hours (but will consider 3 or 4 days)

LOCATION:

London with hybrid working. One day per week in the London Office Scale Space White City and least a day per week at a Youth Zone (what is necessary to fulfil the requirements of the role).

REPORTING TO:

Head of Trusts, Grants and Statutory

BENEFITS:

Agile working organisation (flexibility in working hours); 25 days annual leave (rising to 30 days with length of service), plus bank holidays, birthday leave & annual leave purchase scheme; company matched pension; company maternity, paternity & adoption pay; voluntary benefits with discounts on health & wellbeing, retail & leisure



OUR COMMITMENT TO EQUALITY, DIVERSITY & INCLUSION

As an equal opportunities employer, we welcome applications from under-represented groups; in particular from Black, Asian, Mixed Race & other ethnically diverse individuals, people with disabilities, and members of LGBTQ+ communities. Our dedicated Equality, Diversity & Inclusion Group, with support from the Senior Leadership Team, is actively promoting and advancing diversity and inclusion at OnSide, ensuring a culture where everyone can be themselves and thrive.

ABOUT ONSIDE

We're OnSide, a national charity that believes all young people should have the opportunity to discover their passion and their purpose. To find out what they've got and where it could take them.

We fund and build state-of-the-art, multimillion-pound Youth Zones in the country's most economically disadvantaged areas. We train the amazing people that run them. And we offer continuing support to Youth Zones nationwide through the national OnSide Network Youth Zones are brand new, purpose-built spaces, fizzing with energy and crammed with incredible facilities. They are staffed by skilled and dedicated youth workers who truly believe in young people; helping them see what they could achieve, and giving them the skills, confidence and ambition to go for it.

This is life-changing support that helps tens of thousands of young people from a diverse range of backgrounds to thrive.

THE POWER OF YOUTH WORK

We believe all young people deserve the opportunity to

shine. But opportunity is about more than bricks and mortar, sports courts and sound studios. The amazing equipment in our Youth Zones is important. But their real impact comes from the life-changing youth work that is at the heart of every Youth Zone.

That's why we don't just create state-of-the-art spaces, we train and support skilled & dedicated youth workers to run them. People who understand where young people are coming from, truly believe in where they're going and give them the tools to get there.

With every workout or kickabout, every mock interview or muck around with mates, young people develop the resilience to face challenges and the skills to solve problems. They find confidence to aim high and the determination to become who they want to be. They build positive relationships based on being given the space to talk, an understanding of their own self-worth, and a sense of belonging to something bigger.

That's why our Youth Zones aren't just places to go - they're places to grow. That's the power of exceptional youth work.



INSIDE A YOUTH ZONE

Youth Zones give 8-19 year olds, and up to 25 for young people with additional needs, affordable access to a broad range of services. Containing state-of-the-art facilities, Youth Zones give young people the opportunity to take part in over 20 sporting, artistic, cultural and recreational activities every evening and weekend throughout the year plus all through the school holidays.

Facilities include an indoor sports hall; music room and recording studio; training kitchen; boxing gym and mixed martial arts studio; enterprise and employability room; outdoor 4G sports MUGA; wellbeing room; climbing wall; café; media room and more.

Employing high ratios of exceptional youth and activity workers and volunteers, our Youth Zones change the lives

of many thousands of young people each month, delivering social impact on an incredible scale.

CONTEXT OF THE ROLE

A key focus of this role is generating core financial support for OnSide through national partnerships with corporations and foundations to continue and deepen its excellent support to Youth Zones. The role is also crucial to OnSide's ambition to provide all young people with inspiring spaces full of opportunities. Complimenting this focus is managing a stewardship pipeline to ensure partners feel connected to, and recognised for, the difference they are making to over 50,000 young people.

KEY RESPONSIBILITIES

Income generation. Proposing, researching, costing and writing and presenting grant applications for a range of national grant partnership levels that typically span £50,000 to £500,000 (however, can be higher). A key focus is OnSide's emerging offering to corporates at a national level. The primary focus will be core support for OnSide's support and growth of the OnSide Youth Zone Network. Additional focuses may include collaborations between Youth Zones and investment in the capital development of new Youth Zones. The post holder will have a first-year income of £500,000, this is expected to grow as the pipeline developments.

Interpersonal Stewardship. Producing high quality reports, delivering presentations and site visits that exceed partners expectations and create deep relationship and encourage long term support for OnSide's mission.

Stewardship Pipeline: the post holder will coordinate a Salesforce based stewardship pipeline and will be responsible for writing reports to OnSide's highest value corporate and Foundation partnerships funders.

Stakeholder relationships: Developing strong interpersonal relationships at OnSide and across the Youth Zones network to maintain an understanding of OnSide, its strategic direction and the work of the Youth Zones across the country.

This is not an exhaustive list of responsibilities, and the post holder will be expected to take on additional responsibilities as required including supporting the Head of Grants, Trusts and Statutory with bid writing.

PERSON SPECIFICATION

SELECTION CRITERIA	REQUIREMENT
EXPERIENCE	
Experience of managing partnerships with corporate funders	Essential
Experience of trust and grant bid writing within a professional setting	Essential
Experience of developing and submitting high quality funding applications and approaches to funders	Essential
Experience of gathering, understanding, and presenting complex information and data in a clear, concise way	Essential
Experience of working within a charity fundraising environment	Essential

Experience of cultivating relationships with funders, both via verbal and written methods of communication	Essential
Experience of working in a network of organisations	Essential
SKILLS, KNOWLEDGE AND ATTRIBUTES	
Ability to prioritise tasks, manage own time and achieve strict / multiple deadlines	Essential
Highly developed written communication skills	Essential
Ability to effectively research potential prospects	Essential
High level of IT competence, excellent internet research skills and database management	Essential
Proven ability to make a persuasive, inspirational and compelling case in writing	Essential
Ability to cultivate and maintain relationships to secure funding and work effectively with partner organisations	Essential
Ability to work with varying degrees of support; from working completely under own initiative to working collaboratively with substantial input and critique	Essential
Demonstrable empathy with the aims and expectations of trusts, foundations and grant givers	Essential
Ability to work at pace, but calmly under pressure	Essential
Able to work with multiple organisations to achieve specific goals	Essential
PERSONAL QUALITIES	
Resilient and flexible when faced with new challenges and opportunities	Essential
Motivated to improve young people's lives for the better	Essential
Willingness to understand and fully engage with OnSide's strategy and values, and contribute positively to the workplace	Essential

GENERAL INFORMATION

The job may involve occasional work outside normal working hours, and occasional travel to Youth Zones (post- Covid-19) to steward donors or develop bids. All members of the fundraising team are expected to spend some time during the year within Youth Zones in order to understand delivery and impact on young people.

APPLICATION PROCESS

To apply, please submit a CV and one page cover letter, explaining clearly why you are interested in and suited to the role (based on the person specification), to hr@onsideyouthzones.org or apply via the website at [Work with OnSide - OnSide Youth Zones](#).

In addition, please provide the following information:

- Confirmation you are eligible to work in the UK (documentary evidence will be required before a job offer is confirmed)
- Any reasonable adjustments we can make to assist you in your application or the selection process
- How you demonstrate your commitment to equality, diversity & inclusion.

Anonymous Applications: We recognise our workforce is under-represented in certain areas and are committed to addressing this. Therefore, we actively encourage applicants to submit anonymous applications; this means removing names & email addresses from CVs and cover letters. The HR Lead will have this information from submissions, but this will not be available to the selection panel when they are considering applications.

CLOSING DATE FOR APPLICATIONS: Ongoing

INTERVIEWS: asap. Will include a short values based phone interview and a face to face.

We may hold interviews as and when applications are received, and we reserve the right to offer to a candidate prior to the closing date. With this in mind, we encourage you to apply as soon as possible.

In accordance with our Child Protection and Safeguarding procedures, this position requires a basic DBS check.



OUR VALUES



YOUNG PEOPLE FIRST

Young people are at the heart of everything we do, inspiring and challenging us to deliver services that exceed their needs and challenge them to be the best they can be.

EXCELLENCE

We encourage ourselves and each other to be the best we can be through continuous learning and improvement, and a focus on finding solutions.



RESPECT

We act with honesty and integrity, celebrating diversity across the whole organisation and caring about each other, our young people and the Youth Zone environment.



AMBITION

We are passionate and driven in taking on new challenges, embracing new ideas and exceeding our ambitions for young people, the Youth Zones and our local communities.

COLLABORATION

We create and nurture strong, creative partnerships, working together to achieve better results and outcomes for young people.

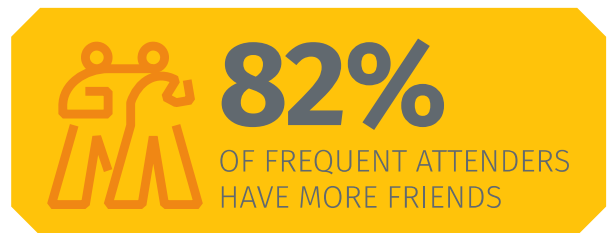


OnSide
Here for young people

PROVEN IMPACT



GIVE YOUNG PEOPLE A SAFE EXCITING PLACE TO GO TO HAVE FUN,
BUILD THEIR SOCIAL NETWORKS AND SUPPORT THEIR PERSONAL DEVELOPMENT



HELP YOUNG PEOPLE LEAD HEALTHIER, HAPPIER LIVES

