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| **JOB DESCRIPTION AND PERSON SPECIFICATION – PARTNERSHIP SUSTAINABILITY LEAD** |  |
| **StreetGames** | **Location: London Office (with flexible working arrangements)** |
| **Job Title: Partnership Sustainability Lead****London South East** | **Grade/Salary Range:** **Employed posts (0.6 FTE):** **Secondments and other arrangements negotiable.****Salary Band: PO3/4 £38,362-£44,949 (pro rata for 3 days)** |
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| **JOB PURPOSE** |
| Partnership Sustainability Leads form part of the StreetGames Area Teams and work alongside the Area Director and Doorstep Sport Advisors to develop and support our vision of creating Collaborative Clusters across 50 geographical areas in England. StreetGames has a reputation for delivering doorstep sport in deprived communities engaging hard to reach young people through sport in the right style, right place, right time, and right price and with the right people; to help them lead an active lifestyle and achieve their potential.  Partnership Sustainability Leads support and enable Clusters and Locally Trusted Organisations (LTOs) to access new sources of income for the delivery of the local sporting offer through their ability to link the needs of investors in wider social outcomes with LTO capability. Partnership Sustainability Leads build the fundraising capacity within the Clusters and the LTOs, to support their long term sustainability.Partnership Sustainability Leads support both the national and regional work of the StreetGames Fundraising Team; ensuring national priorities are reflected in local work undertaken with both the Clusters and individual LTOs. |
|  **MAIN DUTIES AND RESPONSIBILITIES** |
| 1. Undertake research to identify regional and local funding opportunities for both StreetGames and LTO’s
2. Work with the Doorstep Sport Advisors to support the Clusters to prepare Cluster Investment Plans ( CIP’s )
3. Support the development of new evidence that will demonstrate the impact of the Clusters and utilise this impact to attract new funders
4. Deliver basic bid writing training to LTOs, utilising the resources of the StreetGames Training Academy
5. Where appropriate, be able to apply national fundraising priorities locally and regionally.
6. Be the lead area team member in co-ordinating and writing strong, evidence based funding bids on behalf of or in collaboration with Clusters and /or LTOs
7. Work with Area Leads to understand the priorities emerging from the local ‘ active neighbourhood offer ‘ in relation to sustainability
8. Work with local and regional grant-making Trusts and Foundations to broker application access to grant programmes
9. Work with local and regional business networks (industry networks, local chamber of commerce etc.) and companies to create opportunities for donors to engage with Clusters and LTOs
10. Leverage investment opportunities and support Clusters/LTO’s to identify match-funding opportunities
11. Use their knowledge and experience of different types of LTOs and how they operate to provide appropriate support and guidance in relation to fundraising and sustainability planning
12. Develop a comprehensive understanding of the local priorities of LTOs and match them to different funding opportunities
13. Disseminate knowledge, insight and good practice on a regular basis.
14. Identify where common themes exist and look at ways of creating joint workshops /clinics
15. Look for opportunities to grow and develop this support service through partnerships with other agencies and networks, including County Sports Partnerships and Sported.
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| **PERSON SPECIFICATION** |  |
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| **StreetGames**  | **Job Title: Partnership Sustainability Lead – Posts available: North East; North West; Yorkshire & Humber; Midlands** |
| **Partnership Sustainability Leads** are knowledgeable, enthusiastic and passionate about organisations working with young people from the most deprived communities and providing sport and physical activity in a style that will engage now and have a lasting impact on those people’s lives. Partnership Sustainability Leads will be part of an Area Based Team, along with an Area Director and Doorstep Sport Advisors. Together they will use their expertise, local knowledge and inter-personal skills to build positive relationships with the people and projects within a defined area and the funders who are able to support this work. A Partnership Sustainability Lead will provide the necessary advice, guidance, information and support, to improve the sustainability of the sporting offer through cluster-working. Partnership Sustainability Leads will have experience and expertise in fundraising with a specific emphasis on developing and writing collaborative funding bids.  |
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| **Experience:** |  |  |
| 1. Significant experience of writing successful funding applications, to a diverse range of funders.
2. Experience of pulling together collaborative funding bids involving multiple partners.
3. Experience of brokering and developing positive working relationships with a diverse range of national, regional and local funders and partners e.g. County Sports Partnerships.
4. Experience of undertaking research and maintaining appropriate records that could be applied to national, regional and local funding opportunities.
5. Experience of brokering relationships to enable partnership working across multiple organisations to achieve a common goal.
6. Experience of working with local and regional business networks and philanthropic events and giving circles, to enable donations.
7. Experience of applying national fundraising priorities to regional and local environments.
8. Experience of identifying training needs of a workforce and establishing appropriate fundraising / bid writing training, to meet those needs.
9. Knowledge or experience of Doorstep Sport, or delivery of sporting or youth activity in areas of high multiple deprivation.
10. Knowledge of sport and young people in its relation to other policy agendas e.g. health, education and crime & community safety.
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| **Skills and Abilities:** |  |  |
| 1. Excellent interpersonal communication skills; presenting ideas and information, providing clear instructions, persuading and negotiating.
2. Excellent research and data collection skills.
3. Excellent written communication skills with the ability to produce strong, coherent funding applications as well as written reports, development plans and support materials for local organisations.
4. Excellent relationship management skills with the ability to engage a wide variety of strategic and delivery partners.
5. Excellent customer care skills with the ability to develop these in others.
6. Excellent organisational skills, able to manage all aspects of a diverse regional programme.
7. Able to use own initiative and work without direct supervision
8. Able to prioritise workload effectively and deal with competing and conflicting priorities.
9. Strong teamwork skills with the ability to lead and play a role within a team, including motivating colleagues and team members.
10. Able to use Word, Excel and PowerPoint and email effectively. Able to learn the use of new IT packages e.g. CRM systems.
11. Able to interpret statistical information from a range of sources and create coherent reports.
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| **Work Related Personal Requirements** |  |  |
| * This post may be subject to a Disclosure and Barring Service check.
* The post holder must be able to travel and have use of a vehicle for work purposes.
* The post holder may be expected to stay away for work purposes where the organisation requires.
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