
Corporate Partnerships Executive

Resurgo Trust

About us

Who we are?

Resurgo means to rise up again. It describes our belief in the unbelievable difference we can all make in the world around us when we work together, and our vision to inspire society by connecting our creativity, talents and resources to make a real difference.

In 2016 we were listed as one of the UK's Best Workplaces in the 'Great Place to Work' Awards.

In 2017 we won the Princess Royal Training Awards which honours employers that have created outstanding training and skills development programmes.

Our Existing Initiatives

- **Spear**, an award-winning programme run in partnership with local churches to help young unemployed and disadvantaged people into work or education. We're delighted that over 75% of completers are still in work a year later.
- **Resurgo Ventures**, supporting emerging social entrepreneurs to make a positive impact on society through mentoring and Accelerator programmes.
- **Resurgo Consulting**, providing coaching services to organisations enabling them to increase trust and improve outcomes.



Are you an organised individual with a strong ability to work on your own initiative and keen to be part of a growing charity with a focus on social impact?

The Corporate Partnerships Team at Resurgo has a strong track record of building effective, long-term relationships with businesses and organisations that provide valuable funding, job opportunities for Spear graduates, align with the strategic business aims of the corporate partner and provide opportunities to engage and utilise their professional skills to help meet the needs of local young people.

This role is a great opportunity to join Resurgo in an exciting time of growth, with opportunities to support the organisation in engaging more corporate partners and to enable Spear to help many more young people from disadvantaged background enter sustainable employment.

Responsibilities

Strong, dynamic, mutually-beneficial partnerships are key to engaging corporates in the work of Resurgo. You will support the team in a variety of areas including volunteer engagement, corporate events, recruitment for job opportunities, funding applications and the opportunity to train and grow in business development and account management skills:

Volunteer Engagement & Event Organisation

- Overseeing co-ordination and planning of Company Visits and Mock Interviews for designated Spear Centres
- Supporting the Corporate Partnerships Manager to develop new volunteering opportunities to increase engagement among existing and new corporate partners. Continue to build this area of the team, including considering and developing the best internal staffing structure for volunteer management
- Help to plan and organise fundraising events to engage with corporates, as directed by the Corporate Partnerships Team

Recruitment for Job Opportunities with our Corporate Partners

- Liaise with coaching team and client to ensure appropriate candidates are put forward for job opportunities
- Running the recruitment process; including phone interviews and job screenings

Funding Applications

- Develop funding proposals for corporate trusts and foundations including budgets and other financial information as required

Business Development

- Identify and research opportunities to build new relationships with corporates, looking to secure new partners at a range of levels working with the Corporate Partnerships Manager to ensure a coordinated approach

Account Management

- Manage existing relationships with corporates, devising a partnership plan for each and ensuring they are appropriately stewarded to build long-term partnerships
- Keep current partners updated of our work, both through face to face meetings and written updates/reports

Other

- To undertake any other duties that maybe reasonably required as part of the wider Corporate Partnerships team
- Maintain accurate paper and electronic records for all Corporate prospects and donors

Person Specification

- Ability to personally represent the Christian values of Resurgo
- Passionate about helping young people from disadvantaged backgrounds
- Ability to take initiative and a self-starter
- An excellent communicator, with the ability to engage with a wide range of stakeholders
- Strong numerical and reporting skills including CRM user experience
- Strong organisational skills including the ability to establish appropriate processes and structures
- Ability to manage multiple priorities to meet targets and deadlines
- Up to date knowledge and working experience of Word, Excel and PowerPoint
- Ability and willingness to operate flexibly in a changing and dynamic environment

Working Requirements

- Occasional evening meetings and charity or team building events outside of hours as required by the role
- Participating in the wider staff team including taking an active part in weekly staff and prayer meetings and key events such as the residential staff conference

Active participation in Resurgo's team and support for Resurgo's mission

You will be expected to help build and develop Resurgo's ethos and Christian life including leading and contributing to daily collective and personal prayer meetings which are an integral part of Resurgo's operation.

Additional Information

Salary & Benefits

- In the region of £25,000 depending on experience
- Pension scheme: 3% employer contribution
- 25 days holiday plus bank holidays (pro rata)
- Christmas 'gift days'- time off between Christmas and New Year when the office is closed
- Attendance on 'Coaching for Leadership' course- iLM accredited 5 day programme of coaching training over 2 months (valued at £2,500).
- Annual Summer and Christmas Conferences (one residential) which include, teaching, worship, delicious food and country walks
- Employee Assistance programme: a confidential support service for employees
- Ability to take advantage of Give as you Earn (GAYE)

How to Apply

Please complete the application form on our website www.resurgo.org.uk/resurgo/work-with-us and submit it with your CV to recruitment@resurgo.org.uk

Queries

If you wish to have an informal discussion about the role, please email the People and Culture team (recruitment@resurgo.org.uk) to arrange a time.