



Corporate Partnerships Coordinator

Salary – £20,000 to £25,000 pa (depending on experience)

Reporting to – Head of People & Enterprise

Team – Central

Location – Flexible (You will be required to attend our London office and delivery regions for meetings and events. There is also an option to work full time from our office in London)

Contract type – Full time, permanent - open to flexible working and job share

Holiday entitlement – 25 days plus Bank & Public holidays

Job Background

To work with the Head of People & Enterprise to manage existing funding partners and develop new business within corporate partnerships. You will be the central, go to person in the organisation that understands all of the corporate partnerships at every level (squad, supporting & employability) and ensures that relationships are maintained and thriving.

Duties & Responsibilities

- Support with the management of the DRW portfolio of Corporate Squad Partners, Corporate Supporting Partners and High Net Worths to ensure partnership agreements are met and long term investment is maintained.
- Implement the Corporate Engagement Plan to ensure that income is secured and there is a pipeline for future income.
- Generate leads for new corporate partnerships, delivering high quality presentations and pitches to secure donation commitments.
- Build meaningful relationships with corporate partners and High Net Worth supporters acting as an account manager for day-to-day liaison.
- Develop a regional corporate fundraising approach that secures fundraising targets.
- Coordinate the DRW Investor Event & other relevant engagement activities with our partners.
- Oversee the reporting process for corporate partners to ensure that reports are delivered in a timely manner and providing excellent customer service to partners/supporters at all times.
- Work with the Employability Coordinator to up sell Employability Partners to become funding partners.
- Responsible for LinkedIn sales and marketing strategies.
- Maintain up to date and accurate records of DRW partnerships on the CRM system.

info@dallaglorugbyworks.com | www.dallaglorugbyworks.com



- Work with the Events Coordinator to ensure corporate engagement with DRW events and fundraising activities.
- Provide reports and updates on the progress of KPIs (key performance indicators).

Person Specification

ESSENTIAL

- An aptitude and interest in partnerships and/or fundraising.
- Excellent written communication skills
- Professional and personable manner with an ability to build meaningful relationships.
- Confident speaker and presenter.
- Previous experience delivering presentations, selling or delivering great customer service.
- Ability to communicate effectively with people from a range of backgrounds.
- Passionate about the Dallaglio RugbyWorks mission and exhibit our playbook values.
- Proficiency with Office 365 applications.

DESIRABLE

- Experience with relationship management and/or customer service.
- Previous use of a CRM (customer relationship management) system.